



NIGERIAN EXPORT PROMOTION COUNCIL



WTPO WINNER 2018

Best initiative to ensure that trade is inclusive and sustainable

ANNUAL REPORT & FINANCIAL STATEMENT 2019



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Who we are

The Nigerian Export Promotion Council (NEPC) was established through the promulgation of the Nigerian Export Promotion Council Decree No.26 of 1976. The act was [amended] by Decree No.72 of 1979 and further amended by the Nigerian Export Promotion Council Decree No.41 of 1988. Appended to the law was the Export (Incentives and Miscellaneous Provisions) Decree No.18 of 1986, as well as Nigerian Export Promotion Council Amendment Decree No. 64 of 1992.

The Nigerian Export Promtion Council deals with the development, diversification of Nigeria's export trade to assist in promoting the development of export related industries in Nigeria, spearhead the creation of appropriate export incentives and to actively articulate and to promote the implementation of export policies and programmes of the Nigerian Government.

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Export Market Access Programme (EMAP)

Measurement & Evaluation of Export Development Programme

Engagement & Review of NEPC Achievement under ERGP

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Product Development

Product & Process Certification (Owerri / Lagos)

Harnessing The Potentials Of The Gold Value Chain

2019 African Gems & Jewellery Exhibition

Capacity Building For Fish Farmers & Exporters

46th Api-mondial International Congress (Canada)

Largest Packaging, & Prints Exhibition Africa 2019

Gold Dealers Value Addition (Niger State)

Non Mandatory Certification (Kano State)

Company Operational Competence (Rivers State)

Development Of Dried Fish For Export (Lagos State)

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National Export Office

Stakeholders' Forum For Effective Implementation Of OSOP

Demonstration Of Agricultural Produce Drying Equipment

Sensitization On Zero-rejects Of Agricultural Produce

Participation At Abuja International Trade Fair

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Export Development & Incentives Administration (EEG)

EEG Meeting (April & July, 2019)

Validation & Staff Training On EEG Portal

Stakeholders' Forum on Issuance Of Promissory Notes

EEG Implementation Committee Meeting (July 2019)

Developing The Entrepreneurship Skills Of MSMEs

Export Clinic Training Programme (June, 2019)

EEG Implementation Committee Meeting (Oct. 17, 2019)

Training Of EEG Beneficiaries On Portal (Lagos, Kano & PH)

Participation at DMO Stakeholders' Forum (Lagos)

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Trade Information

Exporters' Registration & Certificates

Participation at UN/CEFACT Forum & Plenary

Workshop on ITC Online Trade Tools

Workshop on how to Design an Export Contract

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International Export Office

London African Food Week

1st China-africa Economic & Trade Expo

43rd Dar Es Salaam International Trade Fair (DITF),

7th Tokyo International Conference on African Development (TICAD)

23rd American Food And Beverage Show & Conference

Spotlight Nigeria 2019, Paris, France.

Energy & Agricultural Investment Forum, Rabat, Morocco.

Scoping Mission To Halal Expo & Summit, Istanbul, Turkey.

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Corporate Services

Personnel & Human Resource Matters

Training of RCs on Administrative Excellence & ICT

ICT Support Services

Workshop on e-Commerce in Lagos, Uyo & Abuja

Workshop on Trade Flow Analysis

Workshop on locating your customers online

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Women in Export

Public Private Dialogue On Women In The Digital Economy And International Trade,

Shetrades Commonwealth Export Markets Mentoring Projects Training-of-trainers

Memorandum Of Understanding on a Grant Under Project B 578 Between ITC and NEPC At The NEPC Headquarters

Shetrades In Commonwealth Programme On BSO's Strengthening Held In Abuja

Integrated Workshop On Preparing For Export Market At The Musa Y'adua Centre

Export Quality Management And Food Safety In Lagos

Training And Coaching Session On Developing Export Market Strategy For Women Entrepreneurs

Sensitization Workshop On Promoting Trade For Women Entrepreneurs Under The Spices Product.

Shetrades Forum : Preparing For The Export Market And Export Logistics, In Collaboration With The UPS-nigeria

Stakeholders Meeting / Packaging Workshop For Shea Beauty Products In Lagos

Shetrades In The Commonwealth Project In Export Market Strategy Development

Mapping/ Sensitization Exercise For Women-owned Businesses In Bauchi State

High-tech Centre "Women's Tech Week"

Export Activities & Performance of Regional & State Offices

Exporters' Registration at Regional & State Offices

Capacity Building at Regional & State Offices

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ABRIDGED FINANCIAL REPORT 2019

Acronyms

AFD	French Development Agency
CBI	Centre for the Promotion of Imports from Developing Countries
CEO	Chief Executive Officer
CQI	Chartered Quality Institute
EDF	Export Development Fund
EEG	Export Expansion Grant
EPAP	Export Promotion Action Plan
ERGP	Economic Recovery and Growth Plan
EU	European Union
GAP	Good Agricultural Practices
GMP	Good Manufacturing Practice
GWP	Good Warehouse Practice
HACCP	Hazard Analysis and Critical Control Point
ICT	Information & Communications Technology
IPSAS	International Public Sector Accounting Standard
IRCA	International Registrar for Certified Auditors
ISO	International Organization for Standardization
ITC	International Trade Centre
KPI	Key Performance Indicators
LGA	Local Government Area
MOPSE	Operational Management of Export Promotion Programmes
MSME	Micro Small and Medium Enterprises
MTEF	Medium Term Expenditure Framework
NBI	New Basket of Incentives
NCOA	National Chart of Accounts
NEPC	Nigerian Export Promotion Council
NQIP	National Quality Infrastructure Project
OSOP	One State One Product
PIA	Pre-Shipment Inspection Agent
PICA	Presidential Initiative on Continuous Audit
QP	Quality Procedures

INTRODUCTION

Executive Director/CEO Statement

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Non-oil Export Performance 2019

1



Executive Director/CEO Statement



OLUSEGUN AWOLOWO



The year 2019 has been notable for the strong performance of the non-oil export sector which is referred to as “a big jump”. Non-oil exports which are considered a priority for the present government, jumped over 100% from \$4.6 billion to \$10.4 billion (Source: CBN). The services export sector is receiving a renewed attention for it to contribute considerably to national foreign exchange earnings but admittedly there is a long way to go in order to significantly achieve this. Crude oil exports still dominate overall exports and its prices continue to remain volatile. We must plough on and continue in our attempts to diversify the country's export base.

The year also witnessed significant strategic collaborations with Trade Support Institutions and Development Partners on Export Competency Development Programmes, Standard Compliance, Export Requirements and Women in Export Development Programme under the Shetrade initiative. Our notable allies in this respect are; International Trade Centre, Deputy British High Commission, Commonwealth Standards Institute, Open Trade Gate Sweden, ECOWAS Commission inter alia. The essence of these collaborations is to facilitate SMEs' access to certify niche non-oil export markets.

Another activity worthy of mentioning is the Performance Improvement Road Map designed for the Council which is the aftermath of the International Trade Centre (ITC) facilitated Benchmarking Review of NEPC operations in line with international best practices. This was achieved through the MOPSE programme to strengthen the operational management and capacity of Trade Promotion Organizations. Through the MOPSE programme and Performance Improvement Road Map (PIRM) the Council developed a Corporate Strategy for 2019-2023. The Corporate Strategy has become the Council's handbook to further fulfil our vision of making the world a market place for Nigerian non-oil goods and services.

Moreover, the Council also took significant steps in strengthening its on-line Trade Information Services and e-Registration by establishing a fully automated online portal; the Nigerian Exporters E-registration Platform (NEEP) for exporters' registration and issuing of Export Certificate. The process has brought efficiency through e-certification which is counterfeit proof, verifiable, reduced processing time to less than 24 working hours and an interactive website information portal.

With 2020 in view, the Council will seek to build on its modest successes to grow the non-oil export sector. The Council has also recorded giant steps in the implementation of the Zero Oil Plan with all its programmes, projects and activities align to the initiative. However, the full implementation of the Zero Oil Plan is of paramount importance if we are to see the scale of economic diversification that Nigeria needs. I have no doubt that with effective collaboration among all relevant stakeholders, we will leave behind a bright future for our children, a future where Nigerian will not only survive without oil, but will prosper. Export business...tomorrow's business.

CORPORATE INFORMATION



Our Vision

"To make the world a market place for Nigerian non-oil goods and services"



Our Mission

"To spearhead the diversification of the Nigerian economy by expanding and increasing non-oil exports for sustainable and inclusive economic growth".



Our Core Values

Integrity, Patriotism, Professionalism, Fairness, Teamwork and Customer Care.

A brief History

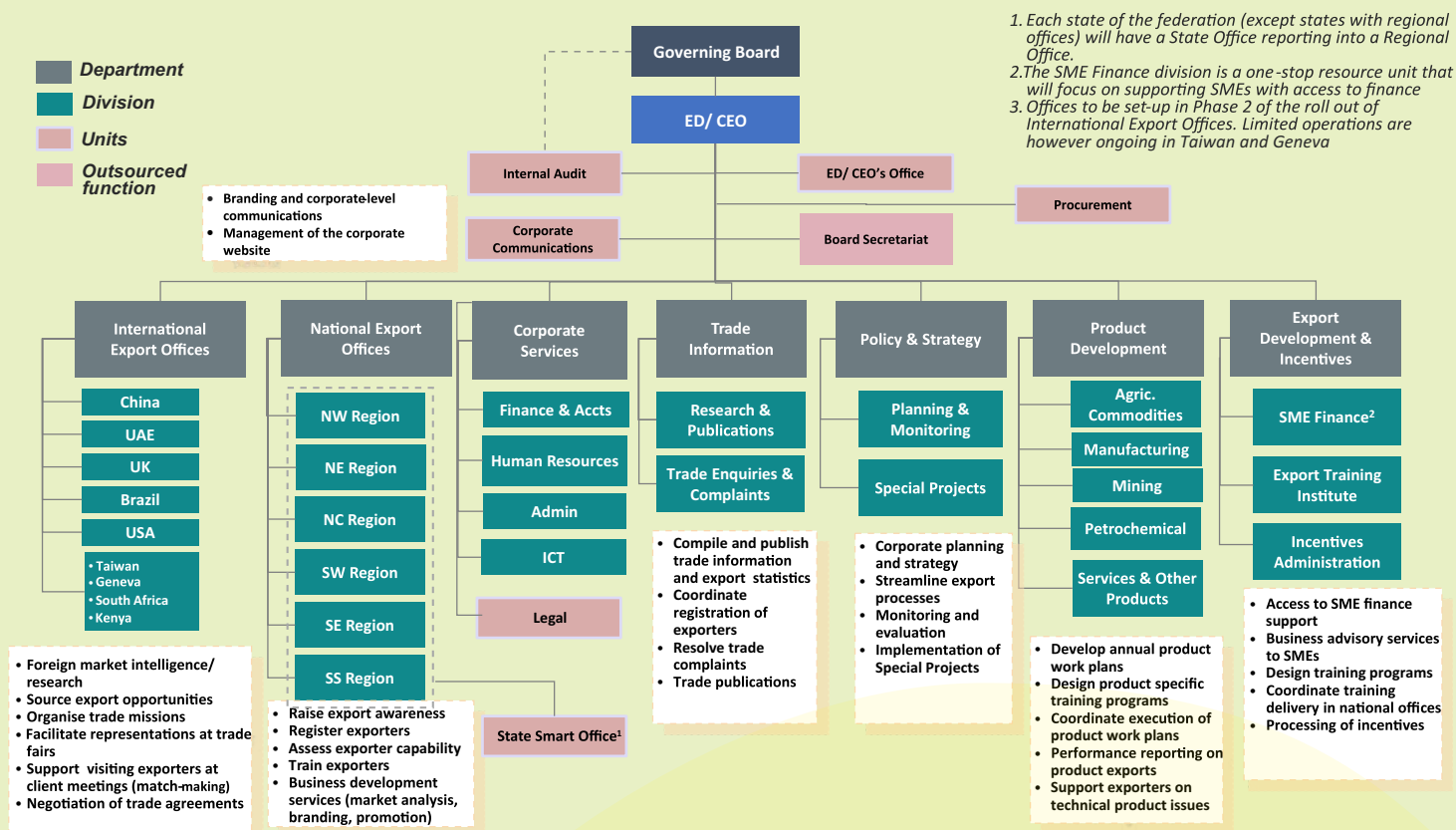
The Nigerian Export Promotion Council (NEPC) was established in 1976 as the Federal Government of Nigeria's apex institution for promoting, developing and diversifying of exports. The primary goal then was to diversify the nation's treasure base from oil to non-oil using the NEPC as a platform to stimulate, develop and promote non-oil activities that would help increase the basket of exportable products from Nigeria.

Over the years NEPC has worked to achieve its mandate by coordinating and harmonising export development promotion activities in the country, taking the lead in all national export programmes, interfacing with international trade agencies on cooperation and capacity building. The Chief Executive Officer and his Management team provide operational direction to a staff of over 450

people. The Council has its headquarters in Abuja and one Regional Office in each of the six geo-political zones. These Regional Offices supervise Export Assistance Centers in 20 states. In the last four years, NEPC under the leadership of Mr. Olusegun Awolowo, Executive Director/CEO has recorded successes in the Council's drive to enhance contributions from the non-oil sector to the Gross Domestic Product (GDP) of Nigeria. These were achieved through the following activities and strategies as highlighted in this report.

**AUDITOR: SIAO (CHARTERED ACCOUNTANTS)
BANKER : CENTRAL BANK OF NIGERIA**

CORPORATE STRUCTURE



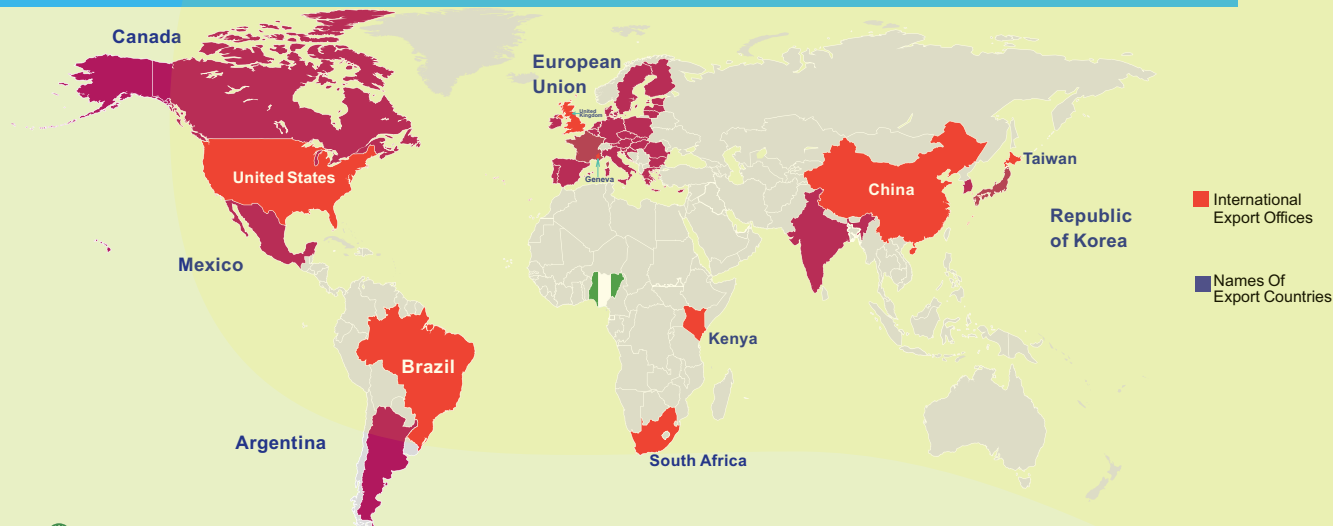
1. Each state of the federation (except states with regional offices) will have a State Office reporting into a Regional Office.
2. The SME Finance division is a one-stop resource unit that will focus on supporting SMEs with access to finance
3. Offices to be set-up in Phase 2 of the roll out of International Export Offices. Limited operations are however ongoing in Taiwan and Geneva

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Nigerian Export Promotional Council International Export Offices





Mr. Olusegun Awolowo
Executive Director/CEO



Mr. A. Sidi-Aliyu
Director, Export Development & Incentives



Mr. Esijemine Memuduaghan
Director, Corporate Service



Mrs. Uduak M. Etokowo
Director, International Export Office



Mr. William Ezeagu
Director, Product Development



Dr. Ezra Yakusak
Director, Trade Information



Mrs. Gertrude Ukoannam
Director, National Export Office



Mrs. Evelyn Obidike
Director, Policy & Strategy

NOTABLE INITIATIVES

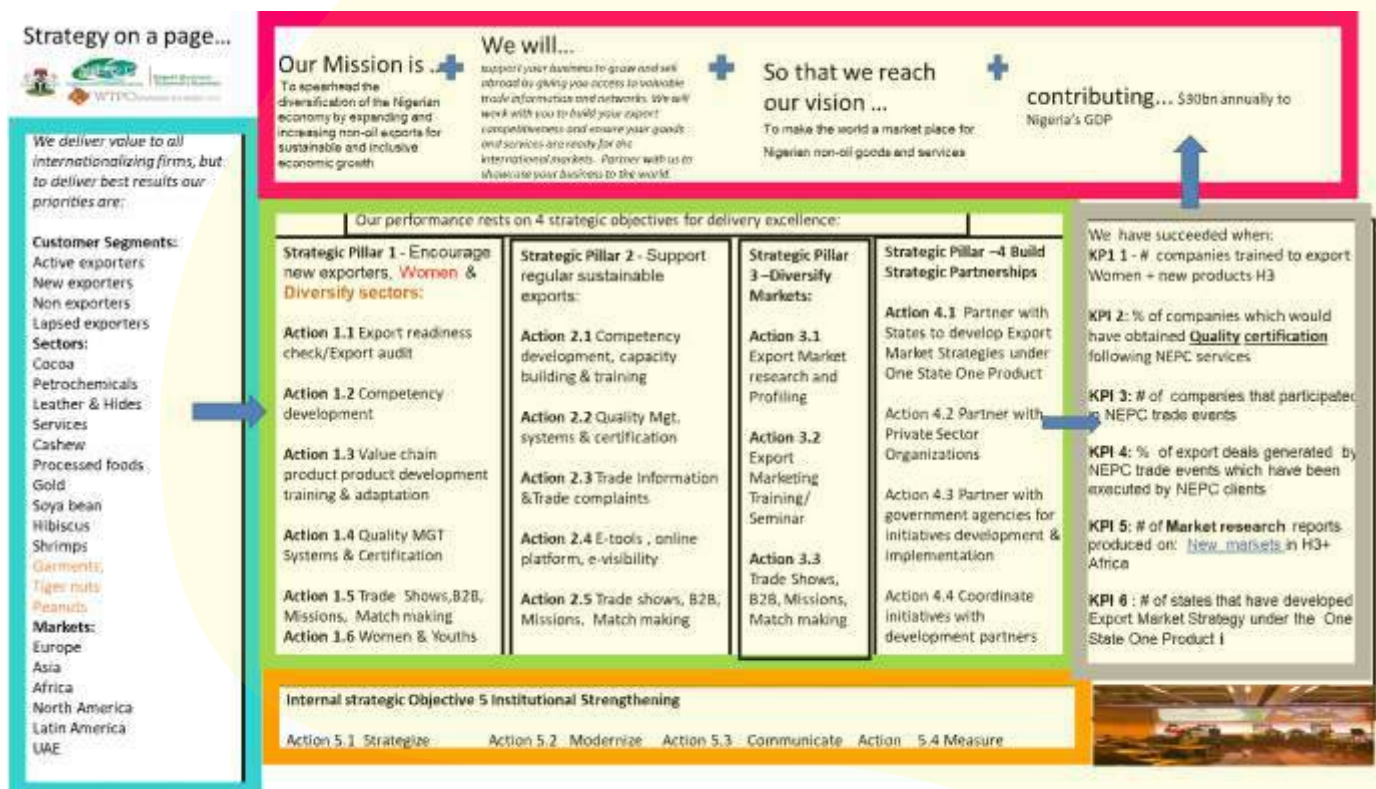
Defining a Performance Improvement Road Map (PIRM) Through Corporate Strategy

A Corporate Strategy is arguably the most essential and broad ranging strategy level within organizational strategy which concern itself with the entirety of the organization on a more or less abstract level, where decisions are made with regard to the overall growth and direction of a company.

This strategic thought necessitated the design of an home-grown Corporate Strategy leveraging on the expertise of the International Trade Centre (ITC). The road to having a Corporate Strategy commenced with the ITC facilitated Benchmarking Review of NEPC's operations (2018) in line with international best practices. The review revealed some areas that need to be improved upon and this was achieved through the Council's participation in the MOPSE programme designed to strengthen the management and operational capacity of Trade Promotion Organizations in Sub-Saharan African countries.

The knowledge and skill acquired from the MOPSE programme held consecutively in three locations in Africa; Accra, Lagos and Zanzibar and the Performance Improvement Road Map (PIRM) session for NEPC Management Staff (2019) facilitated the development of a Corporate Strategy, 2019-2023. The Corporate Strategy has become the Council's handbook to further fulfil its vision of making the world a market place for Nigerian non-oil goods and services.

The Corporate Strategy which was validated by relevant stakeholders in the non-oil export sector across the country is an outlay of the Council's Vision, Strategic Objectives, prioritization of Products to be developed for export, Export Markets to penetrate and Key Performance Indicators (KPIs) to track and measure performance.



NOTABLE INITIATIVES

NEPC Partners Deputy British High Commission to Boost Non-Oil Export Trade



The Nigerian Export Promotion Council collaborated with the British Government through the Prosperity Fund's Global Trade Programme (GTP) to provide export intervention programmes to strengthen the capacity of NEPC Export Coaches and Nigerian Small and Medium Enterprises (SMEs) who were interested in exporting to the UK and other international markets.

This is in furtherance to an MOU signed by NEPC and the Deputy British High Commission (DBHC) in August, 2019 to increase bilateral trade relations by exploring other business potential outside the oil sector and bridge the gap that exists between Nigerian businesses and the international market, especially the UK.

The UK Government Prosperity Funds Global Trade Programme is an initiative strategically placed to support a socially inclusive economic development and poverty reduction in Middle Income Countries (MICs). In Nigeria, the Global Trade Programme provides technical assistance and other kinds of supports to trade stakeholders and SMEs to promote economic diversification, increase revenue and income to exports, poverty reduction, employment creation and gender inclusiveness in International trade.

The pilot stage of the collaboration was the Export Audit of 43 MSME Exporters and the deployment of technical trainings to selected MSMEs and export coaches on standards compliance and export requirements. Other final stages entailed supporting the MSMEs to participate in major trade shows, market linkage events and direct site visits to pre-contacted companies and markets in Nigeria and in the UK. This will enable the MSMEs to meet potential market actors to showcase their products for possible trade negotiations.

The Executive Director/CEO, NEPC said, "the intervention will provide the beneficiaries with technical knowledge required to boost economic growth and combat poverty for sustainable development".

The second stage of the programme was the mobilization and practical exposure of trained SMEs and NEPC export coaches to demonstrate the knowledge learned and skills acquired from the first technical training sessions at the AgralInnovate trade fair of 25-26, November, 2019 in preparation for the Food and Drink Expo in the United Kingdom. Other programmes under the collaboration is the British Standard Institute (BSI) /CSN Exporters' Roundtable of 2nd December, 2019

The third stage of the collaboration is the proposed UK market visit and specifically the earlier mentioned United Kingdom Food and Drink Expo initially scheduled for April, 2020 but had to be postponed because of the COVID 19 Pandemic to April, 2021.

"The UK already has a strong bilateral trade relationship with Nigeria and this intervention will provide technical assistance to export promotion agencies and selected SMEs. This will also facilitate direct B2B linkage, expand the export market in Nigeria and financially empower farmers and manufacturers who produce commodities for export," the Head of Prosperity, Guy Harrison, said.

A young beneficiary of the programme... said he was elated to be part of the recipients. "I've always struggled with meeting the right people to help me grow my business. This intervention is a huge opportunity that will link me to the right business people in the international markets, especially in the UK and also teach me the basic requirements to grow my business."



NOTABLE INITIATIVES

Trade Promotion Organisations (TPOs) Consultative Meeting from ECOWAS Region



The Nigerian Export Promotion Council (NEPC) on November 20 - 21, 2019, co-hosted the high-level maiden consultative meeting of Chief Executive Officers (CEO)s of Trade Promotion Organizations (TPOs) from the Economic Community of West African States (ECOWAS) region. The meeting was in tandem with commitment to strengthen the competitiveness of West African countries and enhance their integration into the regional and international trading system. The International Trade Centre (ITC), in partnership with Economic Community of West African States (ECOWAS) commenced the implementation of the components of the West Africa Competitiveness Programme (WACOMP) being financed by the European Union under the 11th European Development Fund. The overall objective of the Programme is "to strengthen the competitiveness of West Africa through an enhanced level of production, transformation and export capacities of the private sectors in line with the regional and national industrial and SME strategies". Under the Programme, ITC will be responsible for building the capacity of Regional Business Associations (RBAs), namely under Output 1.3 inter alia states "Better regional linkages among selected value chain actors are promoted and key regional intermediary organizations are supported".

The Institutional strengthening experts from the International Trade Centre (ITC) Ms. Miyoba Lubemba and Mr. Ben Mohammed Imamo coordinated the consultative meeting which provided a veritable foundation for deeper regional collaboration. Participants drew valuable lessons from the discussed and made valuable contributions on the possible format, objectives, structure and pathway to the establishment of the ECOWAS Regional Network. To decide on a pathway for the establishment of an ECOWAS regional TPO network, including key structural components and a work plan for implementation of agreed pathway.

PARTICIPANTS AT THE CONSULTATIVE MEETING OF CEOs of ECOWAS TRADE PROMOTION ORGANIZATIONS (TPOs) NOVEMBER 20 TO 21, 2019

F	Bénin	Agence de Promotion des Investissements et des Exportations (APIEX)	M.	BEHETON	Letondji Togny Kodjo	Deputy CEO
F	Burkina Faso	Agence de Promotion des Exportations du Burkina Faso (Apex-Burkina)	M.	BAGUIAN	Issa Benjamin	Directeur général /CEO
F	Côte d'Ivoire	Association pour la Promotion des Exportations de Côte d'Ivoire (APEX-CI)	M.	M'BENGUE	Gervais Papa Guy	Directeur général /CEO



NOTABLE INITIATIVES

Trade Promotion Organisations (TPOs) Consultative Meeting from ECOWAS Region



E	Gambia	Gambia Investment and Export Promotion Agency (GIEPA)	Mr. JALLOW	Hassan M.B.	Chief Executive Officer
E	Ghana	Ghana Export Promotion Authority (GEPA)	Mr. DENTU	Samuel	Deputy Chief Executive Officer
F	République de Guinée	Agence guinéenne de la promotion des exportations (AGUIPEX)	Mme KONATE	DIANE Sona	Directrice générale
F	Guinée Bissau	Ministère du commerce et de l'artisanat	M. JALO	Abás	Directeur général du commerce
E	Liberia	Liberia Chamber of Commerce	Mr. LANSANAH	Massa R.	Secretary General
E	Liberia	Ministry of Commerce & Industry	Mr. FAHN	Jesse Jefferson	Director, Division of Foreign Trade /CEO
F	Mali	Agence pour la Promotion des Exportations du Mali (Apex-Mali)	M. KANTE	Demba	Directeur général /CEO
F	Niger	Agence Nigérienne de Promotion des Exportations (ANIPEX)	M. ISSOUFOU	Moutaka	Directeur général / CEO
E	Nigeria	Nigerian Export Promotion Council (NEPC)	Mr. AWOLowo	Olusegun	Executive Director/Chief Executive Officer
E	Nigeria	Nigerian Export Promotion Council (NEPC)	Mr. ABDULLAH	Sidi-Aliyu	Director Policy and Strategy
	Sénégal	Agence de Promotion des Exportations du Sénégal (ASEPEX)	Mr. NGOM	Ndiassé	Directeur de la Promotion et de l'Intelligence commerciale
E	Sierra Leone	Sierra Leone Investment and Export Promotion Agency (SUEPA)	Mr. KOROMA	Sheku Lexmond	Chief Executive Officer
F	Togo	Ministère du Commerce et de la Promotion du Secteur Privé du Togo	M. BATCHASSI	Katchali	Directeur du Commerce Extérieur /CEO
F	Togo	Ministère du Commerce et de la Promotion du Secteur Privé du Togo	M. EZIN	Sédjom Kodjo	Chief, Trade facilitation
F	Togo	ROPC-UEMOA	M. AKINDE	René Robert	Secrétaire Technique Permanent
	Switzerland	ITC	Ms. LUBEMBA	Miyoba	Senior Programme Officer
	Switzerland	ITC	M. IMAMO	Ben Mohamed Imamo	Senior Programme Officer

NOTABLE INITIATIVES

NEPC's Interventions for Small Holders in Agricultural Sectors



Soya Threshing Machines donated to Farmers' Cooperatives in Benue & Kaduna State



Fish Drying Machines donated to Fish Association in Ondo State



Shea Nuts & Butter Processing Machines donated to Cooperatives in Niger State



NON OIL EXPORT PERFORMANCE 2019

2

NON-OIL EXPORT STATISTICS 2019.

- Non-oil products exported from Nigeria in 2019 was US\$1,870.677 million. This gave a negative growth of 17.53% when compared with the value of US\$2,268.388 million recorded for year 2018.
- Monthly records of this are as shown on the table below:

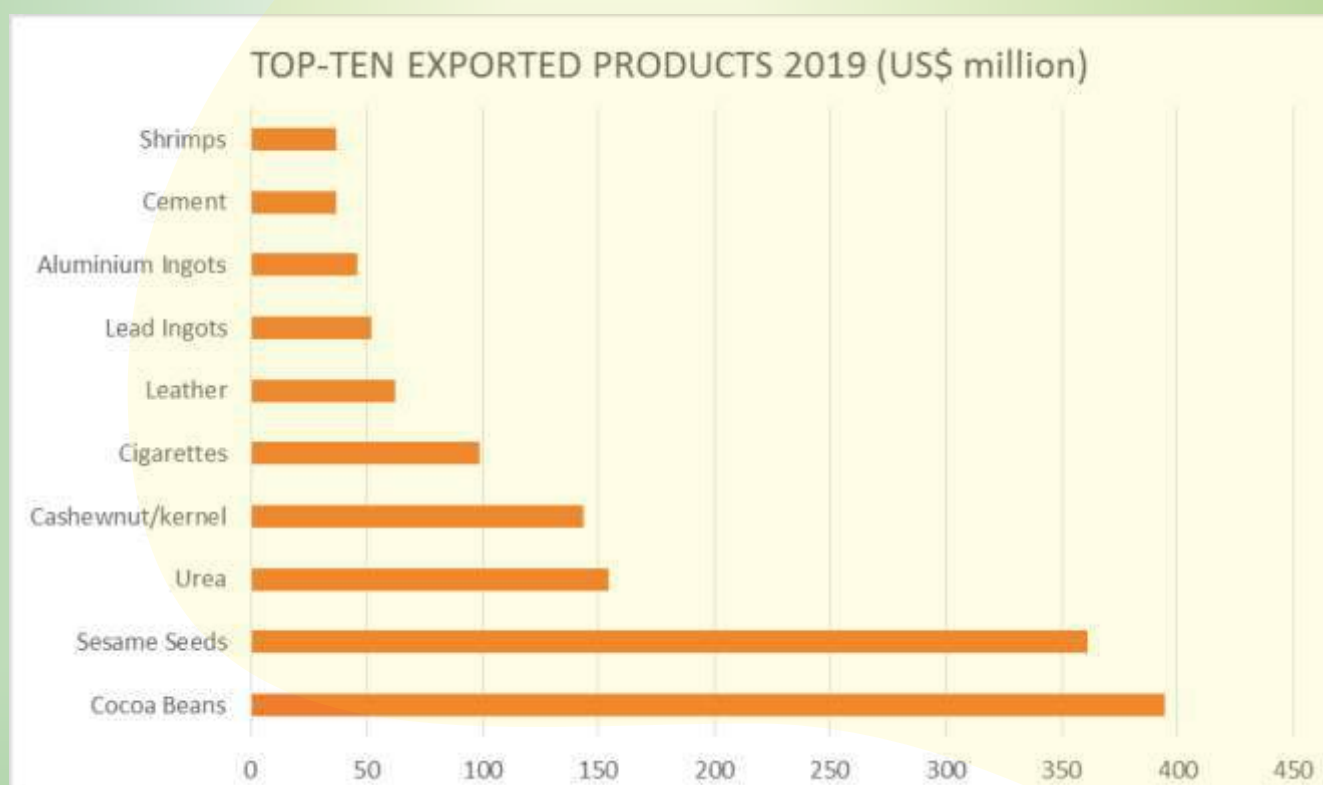
Table 1: Monthly Non -oil Export, 2019 .

MONTH	COBALT INTERNATIONAL SERVICES	NEROLI TECHNOLOGIES	TOTAL
JANUARY	178,481,123.10	56,560,169.35	235,041,292.45
FEBRUARY	128,183,142.35	47,495,583.90	175,678,726.25
MARCH	126,856,553.34	34,841,719.64	161,698,272.98
APRIL	133,206,822.32	40,026,610.50	173,233,432.82
MAY	154,943,200.62	41,657,787.62	196,600,988.24
JUNE	99,646,078.34	15,123,390.39	114,769,468.73
JULY	130,293,164.35	9,066,850.51	139,360,014.86
AUGUST	123,312,950.43	24,435,115.65	147,748,066.08
SEPTEMBER	92,908,757.40	18,834,151.94	111,742,909.34
OCTOBER	116,746,150.94	29,147,418.81	145,893,569.75
NOVEMBER	117,067,748.08	31,271,165.09	148,338,913.17
DECEMBER	68,697,108.43	51,873,936.75	120,571,045.18
TOTAL	1,470,342,799.70	400,333,900.15	1,870,676,699.85

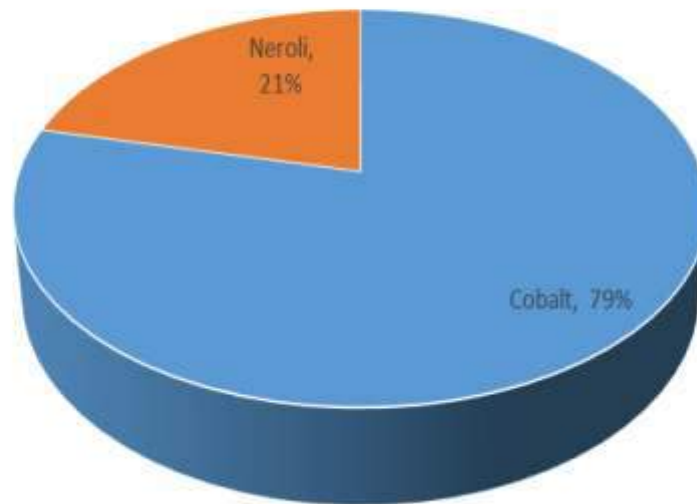
SOURCE: P re-Shipment Inspection Agents (PIAs)

S/NO	PRODUCTS	VALUE (US\$ million)
1	Cocoa Beans	394.798
2	Sesame Seeds	361.019
3	Urea	154.423
4	Cashewnut/kernel	143.634
5	Cigarettes	98.785
6	Leather	62.511
7	Lead Ingots	52.025
8	Aluminium Ingots	45.817
9	Cement	37.145
10	Shrimps	36.985

Source: Pre-shipment Inspection Agents (PIAs)



CONTRIBUTIONS BY NON-OIL EXPORT PRE-SHIPMENT INSPECTION AGENTS (PIAs), 2019.



MONTHLY NON-OIL EXPORT, 2019 BY US\$).



Non-oil Export Trentue 2014 to 2019.



FLAGS	COUNTRY	VALUE (US\$ million)
	Netherlands	198.670
	India	141.908
	China	134.216
	Vietnam	131.619
	Germany	117.023
	Ghana	102.747
	Brazil	100.252
	Spain	69.258
	Togo	65.529
	Niger Republic	64.126
Source: Pre-shipment Inspection Agents (PIAs)		



POLICY & STRATEGY

3

STRATEGIC CORPORATE PLANNING

OBJECTIVES

- To reposition NEPC by designing a Corporate Strategy benchmarked against globally recognized best practices.
- To have a Standard Operating Procedures in order to deliver an effective and efficient services to all category of exporters

ACHIEVEMENTS/OUTPUTS

- Designed NEPC Performance Improvement Road Map (PIRM) workshop held on 6th – 10th May 2019, Abuja.
- Developed and validated internally and externally a new NEPC Corporate Strategy 2019-2023.
- Strengthened Operational Management of NEPC Export Promotion Service Delivery through six (6) MOPSE Capacity Building Training programmes delivered by International Trade Centre (ITC), Geneva, Business France (BF) and French Agency for Development (AFD)
 - WK1: Accra, Ghana (2018)
 - WK2: Lagos, Nigeria (2018)
 - WK3: Paris, France (2018)
 - WK4: Zanzibar, Tanzania (February-March 2019)
 - WK5: Kampala, Uganda (April 2019)
 - WK6: Freetown, Sierra Leone (September, 2019)
- Designed and implemented NEPC Leadership Action Plan (LAP) and Export Promotion Action Plan (EPAP).
- ITC/BF/AFD Mandatory Annual Survey of NEPC Services under the MOPSE Initiative.

CHALLENGES

Timely availability of Resources, funds, materials, Development Partners' ITC/BF/AFD willingness

PROJECTIONS

- Complete Implementation of International Trade Centre (ITC) - Benchmarking Report of NEPC
- TC/BF/AFD-Validation of NEPC Export Promotion Action Plan (EPAP 2020)
- iii. Organize Donor Roundtable on validated NEPC Corporate Strategy 2019-2023
- Full Implementation of Validated NEPC Corporate Strategy 2019-2023
- Organize additional Capacity building and skill transfers to NEPC staff.

IMPLEMENTATION OF ZERO OIL PLAN

OBJECTIVES:

- To grow Nigeria foreign reserves by exceeding US \$150 billion over the next decade (earned from non-oil exports)
- To create 500,000 additional export-based jobs annually
- To lift at least 10 million Nigerians out of poverty from non-oil export activities in next decade

ACHIEVEMENTS/OUTPUTS

- Engaged State Governments through high level Advocacy
- Held Stakeholders' fora for effective implementation of One State One Product (OSOP) (held in Kaduna, Ibadan and Jos) 2019
- Executed Value chain development of strategic products under the One-State-One-Product (OSOP) initiative of the Zero Oil Plan through:
 - i. Presented multi-purpose threshing machines to Soya beans farmer-cooperative in Kaduna & Benue States.



- ii. Organized Capacity building on Cassava value chain development in Ado-Ekiti..

CHALLENGES:

- Lack of funds for project implementation
- Non-cooperative attitude of State Governments toward project implementation.
- Lack of off-takers or aggregators for OSOP products.

PROJECTIONS

- Establish Domestic Export Warehouse (DEW) Aggregation Centres
- Launch an Anchor Borrower Programme for Exporters (ABPE)
- Upgrade existing major export commodity markets
- Establish an Export Trading Company (ETC)

STRATEGIC COLLABORATION ON EXPORT COMPETENCY, STANDARD COMPLIANCE & REQUIREMENTS FOR EXPORT.

OBJECTIVES

- To position Nigerian non-oil exporters for high value market entry.

ACHIEVEMENTS/OUTPUTS

- Delivered Export Capacity Building (ECBP) project under the NEPC-British Deputy High Commission collaboration:
 - a) Conducted Export Audit of 43 MSME Exporters;
 - b) Delivered Technical trainings for 43 MSMEs and NEPC export coaches on standards compliance and export requirements.
 - c) Participated in Agra Innovate West Africa trade fair Lagos (25-26, November, 2019);

- d) Organized Standards and Trade Stakeholder Workshop facilitated by British Standard Institute (BSI) and Commonwealth Standards Network (CSN) Abuja 2nd December, 2019

- NEPC/Open Trade Gate Sweden (OTGS) Seminar on Export to Sweden
- NEPC/ECOWAS Commission project on Establishing Quality Management and Certified Systems for Export
- Collaboration with NICERT in partnership with ECOCERT on Exporters' Organic Certification for exportable products

Note: In all the programs, NEPC Officers were trained as Export coaches to deliver professional export advisory services, knowledge transfer and skill sustainability.

CHALLENGES:

Funding next stages of ongoing projects with development partners:

- BDHC: final certification of pilot SMEs on HACCP
- CBI: Extension of Export Competency Programme to other products sub-sectors
- ECOWAS Commission SME Export Competency Development,
- CWEIC: Commonwealth Enterprise & Investment Council Accelerated programme

PROJECTIONS

- Strategic Business Linkage Event in London : Facilitation of market access & Scoping Mission to United Kingdom and Sweden for the implementation of demand-led for 10 supported SMEs & 2 NEPC Coaches participate in collaboration with CBI.



- Continue Export Competency Development programme in other products value chains
- Implement NEPC-Commonwealth First Project Pilot initiative
- Scoping mission to OTG SWEDEN

EXPORT MARKET ACCESS PROGRAMMES (EMAP) IN COLLABORATION WITH TRADE SUPPORT INSTITUTIONS AND DEVELOPMENT PARTNERS

OBJECTIVES

- To expedite market access of Nigerian non-oil exportable brands in global export market.

ACHIEVEMENTS/OUTPUTS

- Organized "National Export Certification Awareness Programme/workshops"
- Trained over 200 SMEs on Quality Certification Systems and Standards Compliance programmes (HACCP, Organic, BRC, ISO, Fair trade, UECOWAS Commission, Open Trade Gate Sweden (OTGS) and NICERT in partnership with ECOCERT venues-Lagos, Port Harcourt and Kano.
- Over 35 exporters secured critical Quality certifications (USFDA, ISO, HACCP).
- Commenced Organic Farming Development Programme for Export; Signed Memoranda of Understanding (MoU) between NEPC, TAK Integrated Agriculture Solutions Limited and NICERT Limited.

CHALLENGES

Seed funds to assist in obtaining Certification for trained SMEs.

PROJECTIONS

- Extend Capacity Building to other states
- Export audit of pilot SMEs beneficiaries

MEASUREMENT & EVALUATION OF EXPORT DEVELOPMENT PROGRAMMES EXECUTED WITHIN FMITI AND WITH DEVELOPMENT PARTNERS

OBJECTIVES

- To ensure consistency in the level of compliance vis-à-vis KPI agreed upon with FMITI and development partners.

ACHIEVEMENTS/OUTPUTS

- Designed Workplan, project documents, Result Framework Document (RFD) & Performance Management Framework (PMF)/Key Performance Indicators for measuring the execution and performances of export development programmes.
- Conducted Monitoring & Evaluation exercises on projects and programmes captured on NEPC Export Promotion Action Plan (EPAP) to ensure the utilization of resources in the execution of all the export development programmes to achieve economic diversification.

CHALLENGES

- The Need to ensure proper documentation of project activities.
- The Need to train officers on report writing skills
- Complaints on inadequate funding for project execution

PROJECTIONS

- Update and redesign of M&E template
- Train Planning Officers on project formulation report writing
- Sensitization on record keeping and documentation



- Conduct M&E on EPAP 2019 for sustainability in line with the Result Framework Document (RFD) agreed with FMITL.
- Explore and advocate improved funding of the office for maximum contributions to the overall objective of the Council.

WEST AFRICA COMPETITIVENESS PROGRAMME (WACOMP). FINANCED BY THE EUROPEAN UNION UNDER THE 11TH EUROPEAN DEVELOPMENT FUND.

OBJECTIVES

To strengthen the competitiveness of West Africa through an enhanced level of production, transformation and export capacity of the private sectors in line with regional and national industrial and SME strategies.

ACHIEVEMENTS

Facilitated Trade Promotion Offices (TPO) network consultative meeting In Abuja, 20th to 21st November, 2019

CHALLENGES

Inability to firm-up arrangements for implementation of action plans

PROJECTIONS

- Build the capacity of Regional Business Associations (RBAs)
- Organize future consultative meetings
- Develop collaborative networks for regional sector-based associations and TIPOs for business linkages, buying, technological collaboration (including ICT) and sourcing within ECOWAS & UEMOA and Europe and South-South Cooperation".

EU SUPPORT TO THE NATIONAL COMPONENT FOR THE FEDERAL REPUBLIC OF NIGERIA ON COMPETITIVENESS PROJECT FOR WEST AFRICA (11th EDF)

OBJECTIVES

- To strengthen the competitiveness of West Africa and enhance the countries' integration into the regional and international trading system.
- To improve the performance, growth and contribution to industry, regional trade and exports of selected value chains, and to improve the climate for business at national and regional levels.

ACHIEVEMENTS

- Facilitated meetings with GIZ on export Development of selected value chains - Tomatoes, Leather, Spices, Ginger and Textiles for export.
- Served in the Steering committee to expedite development of export potentials of selected products.

CHALLENGES

Co-funding with GIZ to implement export component

PROJECTIONS

- Organize Export Audit of SMEs for pilot scheme
- Commence Export competency development sessions
- Scoping Missions.
- Sales Awareness Mission to Europe and West Africa.



ENGAGEMENT BRIEFING, AND – REVIEW OF NEPC ACHIEVEMENT UNDER THE ERGP

OBJECTIVES

- To expedite successful execution of non-oil export activities

ACHIEVEMENTS

- Reviewed findings of Monitoring and Evaluation exercises
- Trained NEPC staff on professional Report writing
- Formulated Key performance Indicators (KPIs) and its objectives
- Organized departmental focus group sessions for MTEF/ERGP and its objectives

PROJECTIONS

- Increased funding to enable frequent M&E sessions and continuous training sessions.
- Training on Qualitative and Quantitative Analysis for Planning Officers to assist in statistical reporting.
- Step-down training on important engagements such as Strategic Collaborations, Market Research, Export Policies etc. to enable information flow to the Regional and Smart Offices.
- Advocacy with export related agencies, Trade Associations & other stakeholders



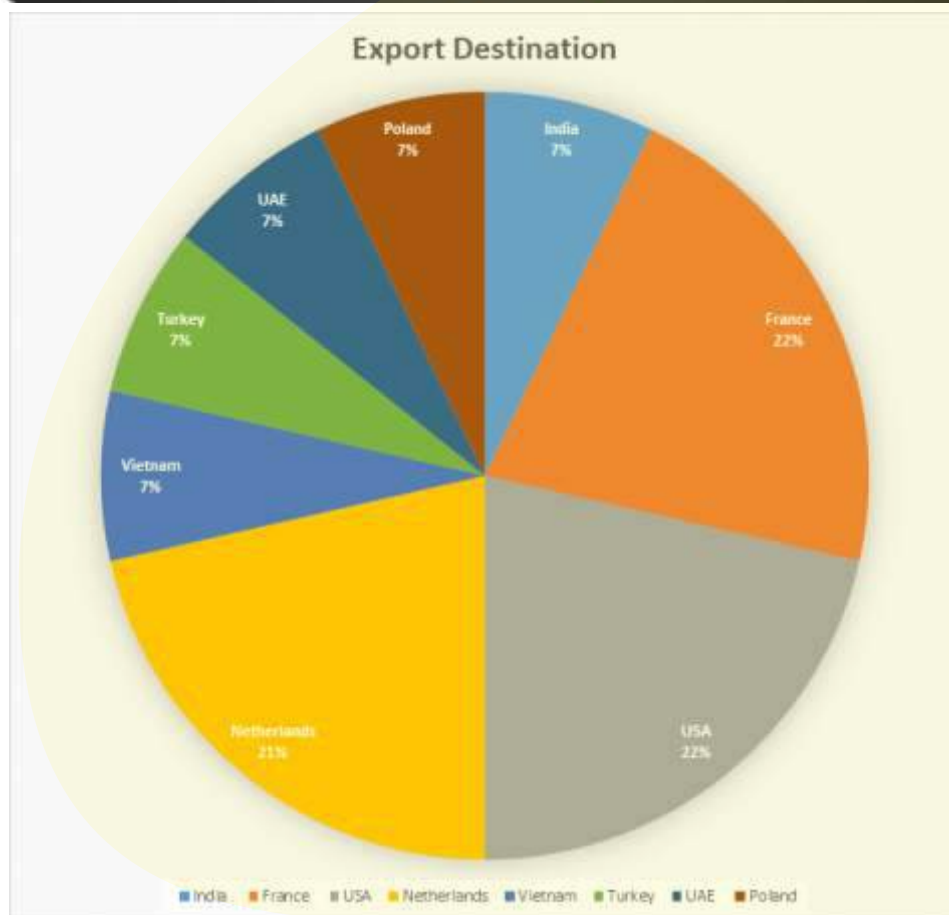
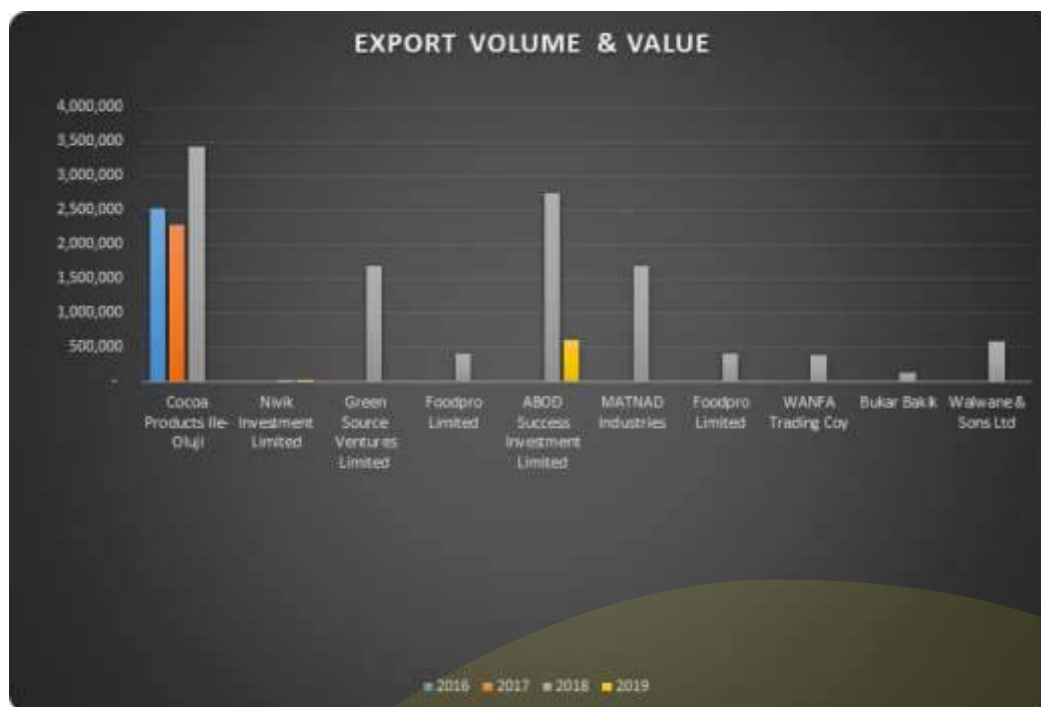
MONITORING & EVALUATION OF EXPORT COMPETENCY DEVELOPMENT PROGRAMME

NEPC/RVO/CBI: Nigeria RVO Project AG16NI01, RVO Project 111511, CBI Code QM6301W 2016-2018S:

SN	COMPANY	VALUE CHAIN	CHALLENGES	EXPORT VOLUME & VALUE	EXPORT DESTINATION
1	Cocoa Products (Ile-Oluji)	Cocoa	Port congestion	Cocoa Butter: 2016 = 462mt @ \$2,525,270 2017 = 440mt @ \$2,292,550 2018 = 638mt @ \$3,421,982 2019 = 1 container of pure cocoa powder @ 66mt	Amsterdam, France & the USA
2	Nivik Investment Limited	Cocoa	- Cost of Certification - High cost of credit facilities	2018 5,000mt @ \$10,000 2019 5,000mt @ \$10,416	France
3	Green Source Ventures Limited	Cocoa	High cost of credit facilities	730MT @ \$1,679,000	Supply to export companies
4	AA Multipurpose	Cocoa	Nil	Nil	Supply to export companies
5	Foodpro Limited	Cashew	- Cost of Certification - High cost of credit facilities	2018 (Netherlands) = 1 container @ \$102,000 2018 (USA) = 2 container @ \$300,000	USA, Netherlands
6	ABOD Success Investment Limited	Cashew	- High cost of Certification - Port congestion	2018 (India) = 100mt @ \$175,000 2018 (India) = 4 containers/110mt @ \$189,070 2018 (India) 55mt @ \$ 56,875 2018 (Holland & Vietnam) 100 mt each @ \$1,900,000 2018 (Benin Republic) = 250mt @ \$375,000	USA, Holland, India & Vietnam
SN	COMPANY	VALUE CHAIN	CHALLENGES	EXPORT VOLUME & VALUE	EXPORT DESTINATION
7	MATNAD Industries	Cashew	- High cost of Certification - Traceability - High cost of value addition - High cost of credit facilities to export - Training on cashew processing	2017 Cashew kernels to Reelfruit 12 tons @ N30m 2018 15 tons @ N40m 2018 2,000kg of unpeeled cashew nuts @ N3m 2018 RCN to Valency 60tons @ \$58,333 2019 Cashew kernel @ \$116,667	Supply to export companies Valency, Reelfruit, etc.
8	KD Foods	Cashew	- High cost of certification - Quality issues - Fragmented market - No extension workers - Traceability - High cost of Packaging - Inaccessible Cashew Intervention fund - Stakeholder inclusion	Nil	Nil
9	WANFA Trading Coy	Sesame	- High transport costs - Produce levy - Port congestion - High cost of Certification	2018 Turkey 38 mt @ \$45,600 2018 UAE 76 mt @ \$110,900 - Poland 10 containers @ \$221,940 Note: Processing NEXIM facilities to access the US market	Turkey UAE Poland
10	Bukar Bakik	Sesame	High cost of credit facilities	2018 2 containers 44mt @ \$121,000	France
11	Walwane & Sons Ltd.	Sesame	- High cost of Certification - Quality Level of Aflatoxin - High cost credit facilities - Linkage to foreign buyers - Export warehouse	Six (6) 40ft containers @ \$580,000	
12	Trust world Concepts	Sesame	ABSENT	Nil	Nil

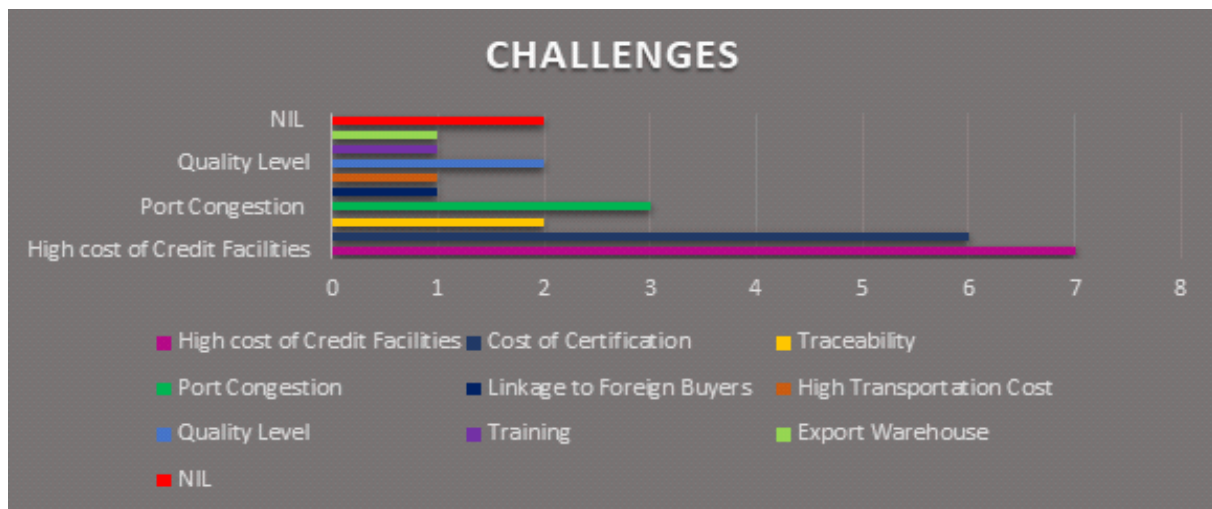
MONITORING & EVALUATION OF EXPORT COMPETENCY DEVELOPMENT PROGRAMME

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MONITORING & EVALUATION OF EXPORT COMPETENCY DEVELOPMENT PROGRAMME

NEPC/RVO/CBI: Nigeria RVO Project AG16NI01, RVO Project 111511, CBI Code QM6301W 2016-2018S:



2019 MONITORING & EVALUATION OF NIGERIAN EXPORT PROMOTION COUNCIL PARTICIPATION AT THE SIAL FOOD EXPO PARIS FRANCE 2018

Rhabe Ventures

"My participation has given me direction to a new business opportunity which is the ingredient market, being unable to exhibit, I had to meet companies who may be using my product as raw material. I also joined a community of people in food processing that I may likely build capacity with on joint projects since most of us share similar challenges." **Mrs. Abimbola Alawode-MD/CEO**

- **Value Chain:** Beans flour, Ogbono, crayfish
- **Export Volume & Value:** 800 cartons of Egusi (2 containers)
- **Support Required:** Conformity to buyers' requirements, Quality certification, Need training on Export Competency Development -7 steps to export, Training on exporting to the UK, Linkage to foreign buyers/market, Foreign trade fairs and missions

Tiger Foods Limited

"By attending SIAL Paris, I came home encouraged that export market has huge potentials for food products from Nigeria. Looking at the kinds of products that came from Morocco, Egypt, Tunisia, Ghana and Senegal companies, I have no doubt we can compete favourably in the export market. **Mr. Donatus O. Ebubeogu. MD**

- **Value Chain:** Spices & Seasonings
- **Export Volume & Value:** 2018 (Ghana, Liberia and Togo) = 112tons @ \$63,074, 2019 (Lebanon) = 4.5tons @ \$2.8, 2018 (Ghana and Liberia) = 33tons @ \$25,065
- **Support Required:** Linkage to foreign buyers/market, Foreign trade fairs and missions

Ranks West Africa Limited

"Exposure to huge business opportunities in the food industry. Exposure to Innovative packaging and product presentations. Access to foods products from different regions. I gained knowledge on how to improve on my products to meet international standard. Practical knowledge on how to enter business discussions and negotiations with the outside world." **Mrs. Chioma Ononye -CEO**

- **Value Chain:** Beans flour, Beans grain Plantain flour, Pounded yam, Cassava flour
- **Export Volume & Value:** 15,000kg/15 tons per month
- **Support Required:** Conformity to buyers' requirements, Certification, Equipment finance, High cost of power, High Cost of credit finance

Reelfruit (Nature's Bounty Health Products)

"We are working to establish retail and distribution in Paris corner shops. We already have a French speaking Nigerian, who will work with us." **May A. Anyaegbunam. Sales Manager**

- **Value Chain:** Dehydrated mango, pineapple, cocoa, fruit roll
- **Export Volume & Value:** 4tons/5tons per month, Dry fruit and Nut 2018 (USA) = 1 @ \$8,000
- **Support Required:** High cost of business operations

Tamorel Limited

"It was a great opportunity for us to see the trends and meet foreign buyers" **Temitope O. Lana MD/CEO**

- **Value Chain:** Chilli pepper
- **Export Volume & Value:** 150 cartoons
- **Support Required:** High cost of Certification, Equipment finance, High cost of power, Cost of credit finance

Kalos Food

"Attending the exhibition was a good opportunity to see current trends in my line of business. I also learnt that to be able to export my products I might need to contact accredited buyers who buy and supply the chain stores". **Dr. Olabosipo Osude**

- **Value Chain:** Moringa tea, powder, seed, capsule, soap
- **Export Volume & Value:** 300 pouches of each
- **Support Required:** Linkage to foreign buyers, Certifications, Supply chain management, Equipment finance

2019 MONITORING & EVALUATION OF NIGERIAN EXPORT PROMOTION COUNCIL PARTICIPATION AT THE SIAL FOOD EXPO PARIS FRANCE 2018

ARI'AM CRUNCHY KULIKULI (Groundnut Cookies)

"It has exposed me to meeting with different people and organizations, different region of products, new innovation in processing of products and high-quality products that meet up to international standard. B2B meeting has also exposed me to meeting and discussing important business transactions on varieties of products." **Hajia Maryam Garba-CEO**

- **Value Chain:** Groundnut pudding African snacks
- **Export Volume & Value:** Negotiating 2 MoU
- **Support Required:** Need training on Export Competency, Development -7 steps to export, Linkage to foreign buyers, Certifications, Conformity to buyers' requirements, Equipment finance

El-Shaddai Food Limited

"I had enormous benefit, participating at SIAL, introducing our product called Sorghum Flour to the European Market". **Mr. Vitalis A. Onyeagoziri. MD/CEO**

- **Value Chain:** Sorghum Flour
- **Export Volume & Value:** 4,000kg per day 20ft container/ 3 weeks
- **Support Required:** Linkage to foreign buyers, Certifications, Supply chain management, Equipment finance

Ruch -Investment & Manufacturing Limited (Ruchim)

"Exposure to International Standards, Meeting with people who have interest in our products and Learning how to make a pitch for our business." **Dr. Julius Bolujoko MD**

- **Value Chain:** Sesame Seed, spices/hibiscus, peanut black seed, honey, sorghum flour
- **Export Volume & Value:** 3 MOUs/ Distributorship being considered
- **Support Required:** Conformity to buyers' requirements, Certification, Linkage to foreign buyers, Appropriate packaging, Funding -AFEXIM

Dates Nature Support Nutrient Limited

"Great and immense benefit. Great exposure to best packaging practices and business networking". **Ibrahim Atanda -Chief Operation Officer**

- **Value Chain:** Dates powder & Date syrup
- **Export Volume & Value:** Exploring Trial orders
- **Support Required:** Certification, Equipment finance, Funds for facility expansion

Ireyeesorise Dry Spices (IDS) Multi-Purpose Cooperative Ltd

"We had a unique opportunity to see competing products, appropriate packaging, technology and met with potential buyers". **Mr. Eyituyo Woods, Production Manager**

- **Value Chain:** Dry Spices, Turmeric, Hibiscus, Black seed, Moringa, Crafish, Chillies, Banga, Peppersoup spices
- **Export Volume & Value:** Exploring Trial Order to South Africa and Europe
- **Support Required:** Certification processes, Funds for expansion, Procurement of modern equipment

Elejo Foods

"This exhibition has given me the conviction to go into the food and drink industry. I am now encouraged to introduce more products." **Princess Elejo RoseMary Peters MD/CEO.**

- **Value Chain:** Honey, Soy Beans, Sesame seed
- **Export Volume & Value:** We couldn't meet up with trial exports because no certification
- **Support Required:** Need training on Export Competency, Development -7 steps to export, Linkage to foreign buyers, Certifications, Conformity to buyers' requirements, Equipment finance

2019 MONITORING & EVALUATION OF NIGERIAN EXPORT PROMOTION COUNCIL PARTICIPATION AT THE SIAL FOOD EXPO PARIS FRANCE 2018

Sorello Food & Beverage Company Ltd

"Exposure to new trends in product presentation and recipes. Physical contact with potential buyers Knowledge of what competition is doing. Ability to conduct on the spot market research. Knowledge about packaging components of my product as ingredients in other products." **Mrs. Aderoju Odunsi -CEO**

- **Value Chain:** Natural Tea and drink Beverages-Turmeric, Ginger, Hibiscus, Cinamon, Artemisin, etc.
- **Export Volume & Value:** Trail shipments awaiting export orders
- **Support Required:** Need training on Export Competency, Development -7 steps to export, Linkage to foreign buyers, Certifications, Conformity to buyers' requirements, Equipment finance

Dinuche

"I got contact of a company that manufactures full packaging line, also met a company that want to come and visit my farm. I now know the actual certification needed for Nigerian food to be accepted in European market." **Mr. Nwabueze C, Okoronkwo -CEO**

- **Value Chain:** Palm Oil, Turmeric, Hibiscus, Black seed, Moringa, Crayfish, Chillies
- **Export Volume & Value:** Signed 2 MoU, Working on Trial shipments
- **Support Required:** Need training on Export Competency, Development -7 steps to export, Linkage to foreign buyers, Certifications, Conformity to buyers' requirements, Equipment finance

MATNAD Industries

"Exposure to the European food market dynamics, new packaging trends etc." **Mr. Ifeanyi Chukwu Ugwu-CEO**

- **Value Chain:** Cashew Kernels W 180, W 240, W 320, Scorched Butts and Splits
- **Export Volume & Value:** Trial Shipment
- **Support Required:** Need training on Export Competency, Development -7 steps to export, Linkage to foreign buyers, Certifications, Conformity to buyers' requirements, Equipment finance



PRODUCT DEVELOPMENT

4

PRODUCT AND PROCESS CERTIFICATION IN OWERRI AND LAGOS

OBJECTIVE

To strengthen capacity of Nigerian SME's to produce certified quality products that are globally competitive.

CHALLENGE

- Limited knowledge of certification
- Inadequacy of funding to conduct more trainings
- Inadequacy of funding to implement full certification by the SMEs

RESPONSE

- To promote more awareness on certification
- Efforts were made to implement full certification of the International Organisation for Standardization (ISO) for products.

RESULTS

- 100 participants were trained
- 10 companies initiating process to implement full certification (ISO)
- 2 companies attained ISO certifications (ISO 9001, 22000 and HACCP)
- More awareness was created for Nigerian SMEs to produce certified quality products that are globally competitive
- Participants are ready to get certification done on their products.

PROJECTIONS

- NEPC plans on creating more awareness training workshops across the regions

- NEPC will seek funding support for export-ready SMEs to implement ISO certifications

IMPROVING QUALITY AND SPS MEASURES FOR SHEABUTTER PROCESSORS IN JIGAWA, KAINJI AND GOMBE.

OBJECTIVE

- To expand export of Nigerian sheabutter through increased capacity building for women processors
- To ensure quality production of sheabutter in Nigeria

CHALLENGES

- Limited knowledge of food safety measures in production of sheabutter
- Obsolete equipment for production.
- Poor quality of butter produced hence limited market access.

RESPONSE

- To expand export of Nigerian sheabutter
- NEPC did training for women in sheabutter processing
- Efforts were made to ensure quality production of sheabutter in Nigeria.

RESULT.

- Over 700 women processors trained.
- 3 complete sets of sheabutter processing equipment provided
- 800 pictorial guides on quality improvement and Good Manufacturing Practices (GMP) provided and freely distributed.



AND FOOD SAFETY FOR COCOA VALUE CHAIN OPERATORS IN AKWA-IBOM

PROJECTIONS

- Consolidation of training programmes by monitoring the use of the equipment
- Continuous training and capacity building programmes
- Advocacy to provide market linkages to Nigerian sheabutter producers.

OBJECTIVE

- To improve the quality, safety and integrity of Nigerian cocoa products

CHALLENGE

- Poor yield of cocoa beans due to aging trees
- Aging cocoa farmers
- Insufficiency of farm inputs
- Poor quality of cocoa beans resulting to price discount
- Limited knowledge of food safety standards

RESPONSE

- NEPC held training on compliance to quality standards and food safety for cocoa value chain operators
- To ensure good quality of cocoa bean yield in Nigeria
- To have adequate input
- To improve on the know-how of food safety standards

RESULTS

- 150 cocoa farmers trained
- 100 cocoa merchants were trained

- 4000 improved cocoa seedlings freely distributed
- 50 recommended sprayers freely distributed
- working apparels freely distributed
- Pictorial charts on GAP, GWP, GMP, HACCP, etc., freely distributed

PROJECTIONS

- Continuous capacity building across cocoa producing communities
- Continuous provision of inputs and training guides to aid quality production and improvements

TRAINING OF FARMERS ON PRINCIPLES OF ORGANIC AGRICULTURE

OBJECTIVE

- To educate exporters/farmers on principles and techniques of organic agriculture for export.

CHALLENGE

Inadequate funds to carry out the same sensitization programme in other senatorial zones and States.

RESPONSE

- To ensure adequate training of farmers on principles of organic agriculture.
- To establish movement to the next stage of training i.e. organic farming management.

RESULTS

- 110 farmers were trained on organic farming.



- The objective of the project was actualized as farmers accepted to establish new farms as well as do conversion of old farms

PROJECTIONS

- Farmers need to start organic farming as this is the next stage of farming

HARNESSING THE POTENTIALS OF THE GOLD VALUE CHAIN IN LINE WITH THE ZERO-OIL PLAN

OBJECTIVES

- To create awareness on export potential of Gold in Nigeria, value addition, processing, marketing.
- To identify the major miners in Nigeria.

CHALLENGE

- Inadequate funding by the government.

RESPONSE

- More state sensitization of value addition of gold export.

RESULTS

- 51 participants were enlightened on export potential of gold in Nigeria.

PROJECTIONS

- More state should be sensitized on value addition on Gold export.

2019 AFRICAN GEMS AND JEWELLERY EXHIBITOR

OBJECTIVE

- To showcase the vast diversity of Nigerian and African Gemstones and jewellery designs and networking in the industry.

CHALLENGE

- Lack of human capacity development
- Insufficient funding

RESPONSE

- NEPC will see to the importance of networking in the jewellery market for export

RESULT

- 3600 people attended
- All stakeholders in the mining sector were showcased

PROJECTIONS

- NEPC plans to ensure capacity building in the mining sector
- More awareness will be created

MADE IN NIGERIA EXHIBITION (MAN EXPO) 2019

OBJECTIVE

- To celebrate manufacturing in Nigeria
- To review performance of the manufacturing sector in the previous year (2018)
- To exhibit made in Nigeria products.

CHALLENGE

- Lack of response for effective participation

RESPONSE

- To showcase made in Nigeria, buy made in Nigeria and Use made in Nigeria



RESULTS

- 115 people participated in the training
- Various exportable products were identified
- Product adaptation with value addition was encouraged
- Exporters, SMEs, Manufacturers, and relevance agencies all participated.

PROJECTIONS

- There will be Continuous participation of the Council in trade events and exhibitions.

CAPACITY BUILDING FOR FISH FARMERS, PROCESSORS AND EXPORTERS

OBJECTIVES

- To ensure that fish farmers are trained on appropriate method and good practices in fish farming
- To ensure that the processing of smoking fish is carried out in line with laid down Industries best practices with a view to complying with the international Standard.

CHALLENGE

- Lack of knowledge in fish processing and value addition toward export.
- Lack of processing equipment is an impediment to enhance GMP toward international standard

RESPONSE

- To train fish farmers on appropriate method on fish farming

- To ensure processing will be carried out in line with the laid down GMP

RESULT

- Over 300 fish farmers participated
- Trained fish farmers on appropriate method on fish farming
- Processing was carried out in line with the laid down GMP to international standard

PROJECTIONS

- More advocacy programmes to enlighten fish farmers on the need for proper process to international standard
- Create more central processing equipment for the fish farmer to use.

46TH APIMONDIA INTERNATIONAL APICULTURAL CONGRESS, MONTREAL CANADA

OBJECTIVE

- To upgrade participants knowledge on current trends in global honey trade
- To promote scientific, technical, ecological, social and economic developments in countries.

CHALLENGE

- Global climate change as it impact on Beekeeping
- Implementation of new technologies like the use of glass jars in the packaging of honey
- Market access and trade in honey and other bee products is difficult
- Bee health concerns including Pests and diseases are a major concern.



RESPONSE

- Export orders (Beeswax)
- On-the-spot sales (100%)

PROJECTIONS

- The need to have database of Nigerian Beekeepers to address traceability issues in Beekeeping in Nigeria in line with international best practices
- Integration of traditional beekeeping into modern beekeeping by upgrading their technical capabilities
- Pilot collection centres for honey to address adulteration of honey and model centers for the production of export ready beeswax in Nigeria

LARGEST PACKAGING, PLASTICS, FOOD PROCESSING, LABELING AND PRINT EXHIBITION AFRICA 2019

OBJECTIVE

- To identify new innovations in the packaging sector.
- To enable exporters, SMEs have interactive session with the exhibitors

CHALLENGE

- Lack of fund to acquire the packaging equipment

THE RESPONSE

- To Identify various packaging materials and equipment

RESULT

- Over 4,000 participated at the event
- MSMEs, SME's exporters, manufacturers, and others stakeholders from different sectors

PROJECTIONS

- To fully collaborate with the organizers for the next edition to enable more SME's, Exporters to participate in the event

13th African Cashew Alliance (ACA) Conference & Exhibition, held 7th-9th November, 2019 at Dar es Salaam, Tanzania

OBJECTIVE

- To learn new/innovative ideas shared by international experts in the industry towards increasing cashew production in Nigeria.
- To continuously advance Nigeria interest in the African Cashew Industry.
- To showcase Nigeria Cashew potentials to the world for increased investment in the sector

CHALLENGE

- Inadequate funds to sponsor critical stakeholders to the 13th ACA Annual Conference
- Lack of Organizational Structure to provide clear direction and support to the Cashew Industry, as being done successfully in other cashew producing countries like Cote d' Ivoire, Tanzania.

RESPONSE

- To ensure Nigeria increased output of cashew production
- NEPC showed Nigeria cashew potentials to the world for increased investment in the sector

RESULTS

- Twenty-eight (28) Cashew producing States benefited indirectly.



Over 200,000 operators in the cashew industry benefitted.

- Cashew farmers, processors and exporters all benefitted
- More interest shown in Nigeria cashew sector by prospective investors.
- Application of Global Best Practice in the industry

PROJECTIONS

- To make Nigeria the leading cashew producing and exporting Country in the world
- The Council should sustain participation at sector Conference, the next being World Cashew Convention & Exhibition (WCCE) 2020 in Cote d' Ivoire.

GOLD DEALERS VALUE ADDITION IN LINE WITH THE ZERO OIL PLAN HELD IN MINNA, NIGER STATE

OBJECTIVE

- To create awareness on export potentials of gold in Nigeria
- To identify licensed gold dealers in Nigeria
- To identify constraints and potentials in production/processing/export of gold
- To sensitize stakeholders on value addition for competitive export
- To encourage formation of cooperatives amongst dealers.

CHALLENGES

- Lack of funds to undertake sensitization programmes in other gold potential states

- To create awareness on importance of Non-Mandatory Certification (ISO, GMP, HACCP, etc.) to SME exporter
- To ease global market access for Nigerian SME exporters
- To make Nigerian exportable products and services competitive
- To ensure that Nigerian SME exporters imbibe Non-Mandatory Certification as a platform to be global

CHALLENGES

- Funding support: cost of certification is prohibitive for SMEs
- Lack of awareness of importance of certification
- Inability to differentiate between Mandatory and Non-Mandatory Certifications

RESPONSE

- To ensure Nigerian SMEs have the willingness to obtain the non-mandatory certification

RESULTS

- Trained SME manufacturers and food processors aware of importance of certifications
- Increased number of Nigerian SMEs willing to attain Non-Mandatory Certification
- 10 companies attained certification
- 20 companies undergoing assessment

PROJECTIONS

- Continuous awareness creation across the country to SME exporters
- Seek funding support for export-ready SMEs to attain certifications



NON- MANDATORY CERTIFICATIONS HELD IN PORT-HARTCOURT AND KANO.

OBJECTIVES

- To create awareness on importance of Non-Mandatory Certification (ISO, GMP, HACCP, etc.) to SME exporter
- To ease global market access for Nigerian SME exporters
- To make Nigerian exportable products and services competitive
- To ensure that Nigerian SME exporters imbibe Non-Mandatory Certification as a platform to be global

CHALLENGES

- Funding support: cost of certification is prohibitive for SMEs
- Lack of awareness of importance of certification
- Inability to differentiate between Mandatory and Non-Mandatory Certifications

RESPONSE

- To ensure Nigerian SMEs have the willingness to obtain the non-mandatory certification

RESULTS

- Trained SME manufacturers and food processors aware of importance of certifications
- Increased number of Nigerian SMEs willing to attain Non-Mandatory Certification
- 10 companies attained certification
- 20 companies undergoing assessment

PROJECTIONS

- Continuous awareness creation across the country to SME exporters
- Seek funding support for export-ready SMEs to attain certifications

COMPANY OPERATIONAL COMPETENCE IN RIVERS STATE

OBJECTIVE

- To identify product range of the Companies
- To ascertain the production capacity of the Companies.
- To ascertain specific markets for the products and map out potential for emerging markets in Africa and other parts of the world.

CHALLENGES

- Poor Infrastructure
- Insecurity
- Insufficient information on the global market

RESPONSE

- To ensure Nigerian companies conform to manufacturing standards.

RESULTS

- Ensured compliance to Good Manufacturing Practices (GMP)
- Ensured Standardized Manufacturing/ Management process.
- Mainstreaming the Companies into export markets

PROJECTIONS

- Periodic follow-up on their activities





NATIONAL EXPORT OFFICE

5

STAKEHOLDERS' FORUM FOR EFFECTIVE IMPLEMENTATION OF ONE-STATE ONE-PRODUCT

OBJECTIVES

- To ascertain the level of progress made by each state, in the implementation of the One State-One Product (OSOP) programme.
- To analyze the gains of OSOP and enhance the capacity of members as the drivers of OSOP.
- To map out ways to increase production and marketing of agro and processed commodities.
- To redesign implementation strategy for better result.

CHALLENGES

- Incessant posting of principal officers of State Committee on Export Promotion (SCEP) from their schedule of duties
- Political Interference
- Low commitment and capacity to drive the process on the part of SCEP principal officers.
- Poor funding
- Lack of off-takers or aggregators for OSOP products.

RESULTS

- Redesigned strategy to achieve the goals of OSOP.
- Trained State Committee on Export Promotion members across the 36 states of the Federation.

Future

- Training and retraining of principal

members of OSOP implementation Committee.

- Strategizing on how NEPC could take ownership of SCEP.

WORKSHOP/DEMONSTRATION OF AGRICULTURAL PRODUCE DRYING EQUIPMENT (Close gap) FOR SMALL HOLDER PRODUCERS OF AGRICULTURAL PRODUCE

OBJECTIVES

- To address the out-dated way of open sun-drying and prevent quality defects in product.
- To achieve on point-drying of farm produce and prevent incidence of contaminants and product reject at international market.
- To address the problem of improper post-harvest handling and incidence of wastage occasioned by unacceptable preservation of farm produce

CHALLENGES

- Most of the participants were poor rural farmers who may not be able to procure the equipment on their own.
- Bringing Organised farmers into cooperatives remains a serious challenge

RESULTS

- Sensitized farmer's groups who were skilled in acceptable post-harvest handling and product preservation
- Farmers, processors, government officials and business individuals specifically in three states (Akwa-Ibom, Rivers & Bayelsa States)



PROJECTIONS

- Purchase and deployment of the equipment for cooperative use.
- More sensitization programme to be conducted for effective use of the equipment

SENSITIZATION WORKSHOP TOWARDS ZERO REJECT OF AGRICULTURAL PRODUCE EXPORT FROM NIGERIA THROUGH EQUIPMENT DEMONSTRATION FOR SMALL HOLDER PRODUCERS OF AGRICULTURAL PRODUCE

OBJECTIVES

- To sensitize the agricultural value chains on issues and remote causes of export rejects and alert notifications on Nigeria agricultural produce in the international market.
- To encourage value addition in order to get premium value of products in the international market
- To mitigate post-harvest losses to the barest minimum.
- To create awareness among the people of FCT on the opportunities in the non-oil export sector
- To sensitize the agricultural value chains on issues and remote causes of export rejects and alert notifications on Nigeria agricultural produce in the international market.

CHALLENGE

- Language was a barrier in communicating with the participants prompting the recruitment of an interpreter in the course of the programme

- The high cost of the equipment may be a disincentive for individual farmer to procure
- Result:
- Over one hundred farmer, processors were trained on the use of solar/hybrid drying equipment.
- District Chief/Area Development Chairman and other principal officers of the AMAC Area Development Council (Karshi) were sensitized while they promised to further sensitize their people

PROJECTIONS

- The Council may need to donate a solar dryer for the farmers to encourage usage and attitudinal change on drying of produce

PARTICIPATION IN ABUJA INTERNATIONAL TRADE FAIR

OBJECTIVES

- To interact with relevant stakeholders in the non-oil sector
- To provide on the spot registration to intending exporters
- To identify new exportable products

CHALLENGE:

- Inadequate publicity.

RESULTS

- About one hundred enquirers were attended to at the fair
- In attendance were Organized Private Sectors, SMEs & potential exporters.
- There were leads for Four major products.





EXPORT DEVELOPMENT AND INCENTIVES

6

EXPORT EXPANSION GRANT MEETING (16TH APRIL, AND 2ND JULY, 2019)

OBJECTIVE

- To deliberate and facilitate the EEG claims of beneficiaries under the Promissory Notes Programmes as approved by the National Assembly.

CHALLENGE

- Outstanding backlog Claims of beneficiaries had lingered from 2007 - 2016.

RESPONSE

- Involvement of the utilizing agencies (FIRS, NEXIM, CBN, BOI, BOA, AMCON) on the issuance of the Export Credit Certificate.

RESULTS

- 270 companies under the Promissory Notes Programmes were approved by the National Assembly.

PROJECTIONS

- The consideration of claims is an on-going project.

STAKEHOLDERS' FORUM ON ISSUANCE OF PROMISSORY NOTES PROGRAMMES (5TH APRIL, 2019).

OBJECTIVE

- To discuss the disbursement criteria for the Promissory Notes Programme to beneficiaries of outstanding claims from 2007-2016.

CHALLENGE

- Outstanding backlog Claims of beneficiaries had lingered from 2007 - 2016.

RESPONSE

- The Debt Management Office came up with a Reverse Auction System which was declined by the beneficiaries.

RESULTS

- 270 companies under the Promissory Notes Programmes were approved by the National Assembly

PROJECTIONS

- The consideration of claims is an on-going project

VALIDATION AND TRAINING OF STAFF, EEG-IC MEMBERS AND BENEFICIARIES ON THE EEG WEB PORTAL DESIGNED TO AUTOMATE THE PROCESSES OF EEG

OBJECTIVE

- To automate the web portal for the processes of claims and the submission of applications.
- To create an interface between the EEG stakeholders and EEG beneficiaries for suggestions and inputs with a view to launching an effective use of the portal.
- To understand the processes for the exploration of the Web Portal application.



- Exploration of the Web Portal application.

CHALLENGE

- Paucity of funds hinders and delays the commencement of the use of the Portal.

RESPONSE

- To test-run the portal for smooth running.

RESULTS

- Validation exercise took place in Lagos, while the training was held in Port Harcourt. The events were held with the beneficiaries at the 2 regions.

PROJECTIONS

- The validation and Training to be carried out in six geo-political zones hence an on-going project.

EXPORT EXPANSION GRANT-IMPLEMENTATION COMMITTEE MEETING (2ND JULY, 2019)

OBJECTIVE

- To deliberate and facilitate exporters' claims from 2017 to be settled with the Export Credit Certificate (ECC).

CHALLENGE

- Difficulty in the utilization of the instrument with concerned agencies.

RESULTS

- Involvement of the utilizing agencies (FIRS, NEXIM, BOI, BOA, AMCON) on the issuance of the Export Credit Certificate.

PROJECTIONS

- The Utilizing Agencies agreed at the EEG-IC meeting that the instrument (ECC) be presented to FIRS and authenticated by NEPC for payment by the FMITI before utilization.

COMPILATION OF DOCUMENTS FOR SUBMISSION TO DEBT MANAGEMENT OFFICE FOR CLAIMS VERIFICATION.

OBJECTIVE

- DMO/ KPMG is saddled with the responsibility of claims verification as directed by National Assembly. To announce the criteria for benefitting companies.

CHALLENGE

- Huge cost of printing companies' documents to be presented to DMO.
- Reluctance by companies to apply for the new scheme as a result of delays by Government.

RESPONSE

- To ascertain the authenticity of the claims as presented by NEPC.

RESULTS

- 270 companies with outstanding claims. were verified and approved.

PROJECTIONS

- Issuance of Promissory Notes to beneficiaries.



REQUEST FOR THE SUBMISSION OF REVIEWED ACCREDITATION FEE BY EXPORTERS

OBJECTIVE

- The accreditation of the companies' two (2) representatives for the collection of Export Expansion Grants (EEG).

CHALLENGE

- Exporters were slow in responding.
- H payment through Remita posed challenges to the exporters.

RESPONSE

- The Fee of N100, 000, a one-off payment was reviewed to an annual payment for the processing of the companies' accreditation form.

CALL FOR THE SUBMISSION OF 2018 BASELINE DATA BY EXPORTERS

OBJECTIVE

- To input companies' data on the EEGWin Processing application for the processing of beneficiaries' EEG claims.

CHALLENGE

- Early closure for documents submission by exporters.

RESPONSE

- Companies' processed data were being collated for confirmation at the Central Bank.

CALL FOR THE SUBMISSION OF 2018 APPLICATION FOR EEG.

objective:

- To process the EEG claims of beneficiaries who made submission for Applications.

challenge

- Inadequate facilities for data capturing.

Response

- The Beneficiaries' Applications were captured into the EEGWin Processor for the EEG payable.

WORKSHOP ON DEVELOPING THE ENTREPRENEURSHIP SKILLS OF MSMES THROUGH PACKAGING AND LABELING (9-19, APRIL, 2019)

OBJECTIVE

- To facilitate implementation of modalities designed.
- To enhance market access.
- To enhance the export competitiveness of Nigerian products in the international market.
- To achieve zero rejects and secure premium pricing for products of Nigerian origin.

CHALLENGE

- Lack of finance.

RESPONSE

- Participant were enlightened on the importance of packaging in export business.



RESPONSE

- Participant were enlightened on the importance of packaging in export business.
- The programme was undertaken in Kwara State with SMEs as participant

PROJECTIONS

The progrmm will to be held in other parts of the country.

CAPACITY BUILDING OF MSMEs ON FINANCIAL LITERACY (2ND- 3RD OF APRIL, 2019)

OBJECTIVE

- To improve understanding of the financial literacy gaps among the MSMEs
- To support MSME exporters for a sustainable export business.
- To stem the current tide of moribund enterprises among the MSMEs in Nigeria.
- To improve the MSMEs access to finance through effective management of finances i.e. Basic Accounting, management of risks etc.

CHALLENGE

- lack of access to finance

RESPONSE

- The programme exposed participants on the rudiment of financial education.
- The programme was undertaken in Bauchi State with SMEs as participants.

Projections

The programme will continue in other parts of the Country.

Export Clinic Training Program (25-26th, June 2019)

OBJECTIVE

- To educate newly registered exporters on the rudiments of non-oil export.
- To enlighten them on Export planning, Export procedures and documentation, Transport system, Supply Chain Management and other logistics support services.
- To connect them with export facilities provided by financial institutions.
- To equip them with appropriate information on pricing and costing for competitive export.
- To enlighten them on the activities of the Council with a view to accessing the services to boost export, especially the Export Incentive Programs.

CHALLENGE

- Inadequate Funds to organise the program monthly.

RESPONSE

- The Export Clinic was organized for newly registered exporters at the Conference Hall NEPC Headquarters.



EXPORT EXPANSION GRANT IMPLEMENTATION COMMITTEE MEETING (17TH OCTOBER, 2019).

OBJECTIVE

- To discuss modalities regarding the framework behind the utilization of the Export Credit Certificates (ECC)
- To consider issues concerning the back end settlement of fund to ECC Utilizing Agencies
- Consideration and approval of 2018 EEG Claims and Baseline rates for 2018

CHALLENGE

- Inadequate funding for EEG claims and failure to reimburse ECC utilizing agencies by FMITI

RESPONSE

- Considered issues concerning reimbursement of funds to ECC Utilizing Agencies.
- Approval of 2018 EEG claims application and Baseline rates for 2018.

PROJECTIONS

- There is need for improved allocation for the Export Expansion Grant (EEG)

CHALLENGE

Inadequate funding to carry out the factory visit as at when due.

RESPONSE

- Visited the companies in the Scheme and saw firsthand what the companies where into.
- To ascertain the existence of the companies and the level of value addition that goes into their production

TRAINING OF THE EEG BENEFICIARIES ON THE EEG WEB PORTAL IN LAGOS, KANO AND PORTHACOURT

OBJECTIVE

- To train exporters on the procedure for capturing their EEG baseline data and claims application.

CHALLENGE

- Inadequate funding to replicate the training in the six geopolitical zones.

RESPONSE:

- The beneficiaries were thought on how to use the portal for capturing EEG baseline and claims application.

FACTORY INSPECTION VISIT TO NEW AND EXISTING EEG BENEFICIARIES.

OBJECTIVE

To ascertain the existence of companies and product value chain in order to place them properly in the EEG Scheme.





TRADE INFORMATION

7

IN HOUSE WORKSHOP FOR SCHEDULE OFFICERS ON TRADE ENQUIRIES AND A COMMON FORMAT OF RESPONSE

RESPONSE/OBJECTIVES

- To educate schedule officers on effective trade information communication strategy.
- To acquaint schedule officers with the right procedures for providing advisory services to potential exporters.
- To educate the schedule officers on appropriate packaging and labelling techniques for export trade.
- To enable schedule officers disseminate up-to-date export trade related information, procedures and documentation.

RESULTS

- 22 Staff of the Council were trained on how to communicate effectively with exporters and the general public.
- A Uniformed approach to responding to enquiries.

PROJECTIONS

- Project will be replicated in other Regional Offices

UNITED NATIONS CENTRE FOR TRADE FACILITATION AND ELECTRONIC BUSINESS (UN/CEFACT) 33RD FORUM AND 25TH PLENARY SESSION

RESPONSE/OBJECTIVE

- To help business, trade and administrative organizations from developed, developing and transition economies exchange products and relevant services effectively.

RESULTS

- Trade Facilitation Recommendations.
- Electronic Business Standards.
- Simplifying the movement of goods from the seller to the buyer as well as satisfying the related regulatory and financial requirements.

REGISTRATION OF COMPANIES FOR EXPORT CERTIFICATE

RESPONSE/OBJECTIVES

- To register companies for Export Certificate.
- To have an up-to-date database of exporters.

CHALLENGES

- No Internet Facility to process certificate.
- Redeployment of scheduled officers to new schedules especially in the Export Assistance Offices therefore causing delay in processing of certificates.

RESULTS

- Issuing Export Certificate within 24hrs of application.
- A current database of 7,293 exporters as at April 2019.

PROJECTIONS

- Total number of registered exporters from Jan 1st -March 31st is 744 Ownership (gender) Male:434, Female: 133, Joint: 161, Unspecified: 16.
- There is need to train and re-train schedule officers to ensure effectiveness in the overall process.



ENQUIRIES

RESPONSE/OBJECTIVES

- To respond to trade related enquiries.
- To Improve the Council's ratings on the "Ease of Doing Business" Scorecard by prompt response to enquiries.

RESULTS

- Attended to over 200 walk-in enquiries successfully

- Inadequate/ work tools such as Laptop computers, internet facility (modems) in some Export Assistance Offices.
- Most times staff use their own resources for the schedule e.g. Computers, Internet facilities, phone calls to attend to enquiries among others.

RESULTS

- E-registration officers were trained

PROJECTIONS

- Upgrade of the NEPC Exporter E-Registration Portal (NEEP) is on-going.
- Regular training for Schedule Officers to showcase the features of the NEEP, whenever the portal is upgraded
- .

CAPACITY BUILDING WORKSHOP/TRAINING FOR E-REGISTRATION OFFICERS

RESPONSE/OBJECTIVE

- To train and retrain Verification Officers on the latest modifications to the system.
- To take a wholistic look at the NEPC Exporter E-Registration Portal (NEEP) to determine areas for modification or changes to create a more efficient system.
- To serve as a Monitoring and Evaluation assessment for the NEEP.

CHALLENGES

- Creation of new offices and redeployment of schedule officers has led to delays in some Regional and Export Assistance Offices.
- Staff who are untrained handling E-registration matters

REGISTRATION OF COMPANIES FOR EXPORT CERTIFICATE

RESPONSE/OBJECTIVE

- To register companies for the Export Certificate.
- To have an up-to-date database of exporters.

CHALLENGES

- Poor Internet Facility to process certificate.
- Inadequate working tools e.g. laptop computers
- Redeployment of scheduled officers to new schedules especially in the Export Assistance Offices which has in some cases caused delays in processing.

RESULTS

- Issuing export certificate within



WORKSHOP ON THE USE OF TRADE TOOLS TO ACCESS GLOBAL MARKETS

RESPONSE/OBJECTIVES

- To create a platform for registered exporters to access adequate and reliable trade contacts/opportunities.
- To enhance products sourcing for competitive export prices.
- To enlighten participants on various sources of getting global market penetration.
- To educate participants on the use of World Indicative Commodities Price List.

CHALLENGES

- Inadequate skills on ICT of most of the participants especially the newly registered exporters.

RESULTS

- 180 registered exporters trained.
- 20 related MDAs Representatives were enlightened on the activities of NEPC towards promoting Non-oil export sector in Nigeria.

PROJECTIONS

- The workshop to be sustained as a veritable tool equipping the newly registered exporters, with the requisite skills required to start export business.

WORKSHOP ON HOW TO DESIGN AN EXPORT CONTRACT

RESPONSE/OBJECTIVE

- To educate exporters on how to design and present an export contract.

RESULT

- 300 newly registered exporters were trained on how to design an export contract.
- To be replicated in other Regional Offices.

UNITED NATIONS CENTRE FOR TRADE FACILITATION AND ELECTRONIC BUSINESS (UN/CEFACT) ROUNDTABLE MEETING HELD IN ABUJA

RESPONSE/OBJECTIVES

- To enable participants, understand the importance of UNCEFACT and to leverage on the opportunities UN offers.
- To have businesses, trade promotion organisations at all levels of government to exchange ideas.
- To brainstorm and share ideas on ways of facilitating trade

RESULT

- Participants were enlightened on the workings of UNCEFACT
- Some of the Participants registered for the next forum.



WORKSHOP ON MAINSTREAMING INFORMAL TRADE ACTIVITIES OF PRODUCERS AND SUPPLIERS OF SWEET AND IRISH POTATOES IN KANO STATE

RESPONSE/OBJECTIVE

- To mainstream the activities of the producers to formalize their activities through sensitization on advantages of doing formal business.
- To ascertain the possibilities of documenting cross border activities of the producers and use the platform as a channel to enable them understand export procedures and documentation.

RESULT

- Participants understood the need to formalize their businesses and be ready for formal export.
- Enhanced data sourcing capacity of NEPC.

- To develop viable and commercially oriented organic farming programme for export, capable of mobilizing the production capacity of farmers.
- To link farmers with established off-takers/exporters encouraging and supporting both parties to build-up and sustain a meaningful business relationship.
- To assist the farmers in supply and market development.

RESULTS

- Signing of Memoranda of Understanding (MoU) Between NEPC TAK Integrated Agriculture Solutions Limited and NICERT

ORGANIC FARMING DEVELOPMENT PROGRAMME FOR EXPORT

RESPONSE/OBJECTIVE

- To contribute to the Federal Government Policy to develop the potential of the non-oil sector of the economy focusing on organic farming of seven (7) priority commodities Hibiscus Flower, Sesame Seed, Cashew, Tiger nut, Moringa Oleifera, Ginger and Turmeric as major export commodities.





INTERNATIONAL EXPORT OFFICE

8

LONDON AFRICAN FOOD WEEK 26TH – 31ST MAY, 2019, LONDON, ENGLAND.

OBJECTIVES

- To gain access into the international market with Nigerian Cuisine, leveraging on the Africans in Diaspora.
- To raise the profile and create awareness of the Nigerian food delicacy
- -To explore the role of technology for the branding and promotion of Nigerian food businesses.
- To create awareness about nutritional benefits of Nigerian Cuisine

OUTPUT/ACHIEVEMENTS

- Established a network of the entrepreneurs, chefs, bloggers and food lovers specifically to redefine Nigerian Cuisine in the UK
- Introduced and aligned the Councils Nigerian Cuisine Beyond Borders (NCBB) programme with the Nigerians in Diaspora, UK
- Held engagements on the standardization of Nigerian restaurants in the UK
- Established connections with Nigerians in Diasporas working in the British Media and Face Book committed to promoting Nigerian Cuisine

BENEFICIARIES (STATES/EXPORTERS ETC.)

- Nigerian Food Ingredient Exporters,
- Nigerian Restaurateurs in the UK and Potential Restaurateurs
- Agro Farmers

CHALLENGES

- Many Nigerian caterers/restaurants in the UK operate below international Standards
- Sourcing food ingredients (certified) is still a major challenge
- Ineffective distribution network of Nigerian Food Products in the UK
- High cost of organizing and coordinating the event.

KEY NEXT STEPS/REMARKS

- NEPC should leverage on the network of Nigerian Food Business owners and other necessary stakeholders to develop the Nigerian Cuisine beyond Borders in the UK.
- NEPC to create a database of African restaurants, catering and events companies in the UK
- NEPC to help facilitate documentation training and certification to enable African food businesses gain and maintain approved status

1ST CHINA-AFRICA ECONOMIC & TRADE EXPO HELD IN HUNAN PROVINCE, CHINA FROM 27TH -29TH JUNE, 2019

OBJECTIVES

- To aid industrial promotion;
- To promote capacity building;
- To enhance infrastructure connectivity;
- To bring about trade facilitation and
- To ensure peace and security.



OUTPUT/ACHIEVEMENTS

- \$150million order generated by a Nigerian Exhibitor to supply Lead/Zinc ore
- Another exhibitor, Zeenab Foods Ltd is into discussions for supply of sesame seed.

BENEFICIARIES (STATES/EXPORTERS ETC.)

- Exporters

CHALLENGES

Inadequate information from Federal Ministry of Industry Trade and Investment (FMITI) resulting to late commencement of preparation

KEY NEXT STEPS/REMARKS

Organization of seminars on doing business with Chinese companies in line with FOCAC.write in full agreement between the two countries.

43RD DAR ES SALAAM INTERNATIONAL TRADE FAIR (DITF), TANZANIA.

OBJECTIVES

- To consolidate on Nigeria's participation at the 42nd Session.

OUTPUT/ACHIEVEMENTS

- Generated order to supply aso oke and apparels. Orders yet to be executed.

BENEFICIARIES (STATES/EXPORTERS ETC)

Exporters

CHALLENGES

- Delay in clearing of sample products by Tanzania Customs Authority
- Inconspicuous booth position
- Transportation to and fro fairground

KEY NEXT STEPS/REMARKS

- Exporters should subsequently participate in the fair on their own. However, the Council may render assistance where necessary.

7TH TOKYO INTERNATIONAL CONFERENCE ON AFRICAN DEVELOPMENT (TICAD)

OBJECTIVES

The conference's objective was to discuss Japan's three years investment package aimed at developing Africa and attract the Japanese private sector to invest in critical sectors of the Nigerian economy

OUTPUT/ACHIEVEMENTS

-The Launch of Africa Chambers of Commerce of Japan to support private sector and promote partnership between African and Japanese businessmen.

-Some Japanese companies such as Fuji Oil Holding Inc., Ajinomoto Co. Inc. and Matsuri Interface Inc. expressed interest in investing in the Nigerian Agricultural and solid mineral sector.

BENEFICIARIES STATES/EXPORTERS

Government

CHALLENGES

Late commencement of preparations for participation at the event.



KEY NEXT STEPS/REMARKS

Follow-up activities on companies that expressed interest in investing in some sectors of the Nigerian economy.

23RD AMERICAN FOOD AND BEVERAGE SHOW & CONFERENCE, MIAMI, FLORIDA, USA, 23RD – 24TH SEPTEMBER, 2019

OBJECTIVES

- To gain access into the USA market with Nigerian Processed foods and beverages, leveraging on the opportunity provided by the show.
- To raise the profile and create awareness of the Nigerian food experience in the USA and Latin America market.
- To create awareness about nutritional benefits of Nigerian foods & beverages

OUTPUT/ACHIEVEMENTS

- Some of our products such as dried fruits, plantain chips, cashew-nuts got acceptance in the fair. Some of the exhibitors commenced talks with potential buyers and negotiations are on-going.

BENEFICIARIES STATES/EXPORTERS

Exporters

CHALLENGES

The USA Market is structured and competitive as distribution channels are highly regulated. Distributors in most cases have long term contracts; hence, they set terms for producers of products to be accepted in order to enhance their integrity.

KEY NEXT STEPS/REMARKS

The Council is to embark on a market segmentation project as a market strategy to enhance access for Made-in-Nigeria food products in the USA.

SPOTLIGHT NIGERIA 2019, PARIS, FRANCE, SEPTEMBER 26TH - 27TH 2019

OBJECTIVES

- To promote market access for Made-in-Nigeria products by Nigerian SMEs in France and the EU market at large.
- To showcase investment opportunities in Nigeria's economy and promote partnerships between Nigerian and French companies as well as other international companies.

OUTPUT/ACHIEVEMENTS

A participant at the event is at the verge of sealing a deal with one of the Nigerian companies

BENEFICIARIES STATES/EXPORTERS

- SMEs

CHALLENGES

The Council selected ten SMEs to participate at the event, however, some of them were denied visa due to late procurement of visa

KEY NEXT STEPS/REMARKS

Follow-up activities on company that expressed interest in investing in some sectors of the Nigerian economy

Early approvals should be given for programmes of this nature to facilitate early commencement of preparations.



ENERGY & AGRICULTURAL INVESTMENT FORUM, RABAT, MOROCCO. 13TH – 16TH NOVEMBER, 2019

OBJECTIVES

The objective of participating in the forum was to showcase investment opportunities in energy and agricultural sectors in Nigeria with a view to facilitating business to business contact between relevant Nigeria and Moroccan entrepreneurs.

OUTPUT/ACHIEVEMENTS

- Some Morocco Logistic companies expressed interest in Nigerian cotton.
- Discussions are on-going to seal some deals via the signing of MoU.

BENEFICIARIES (STATES/EXPORTERS ETC.)

Nigerian business community in Energy and Agriculture from various States of the Federation.

CHALLENGES

Late approval and commencement of preparations for participation at the event.

KEY NEXT STEPS/REMARKS

Follow-up with Moroccan businessmen who has expressed interest in some business sectors in Nigeria.

- To conduct research on how Nigeria can participate in the Global Halal market.
- To find out and discuss how other countries developed their Halal industry.

OUTPUT/ACHIEVEMENTS

The Council's participation at the programme has created the necessary platform to understand the international standard for participating in the Halal market and available finance for actors

BENEFICIARIES (STATES/EXPORTERS ETC)

Government

CHALLENGES

- Lack of Halal certifying body in Nigeria.
- Lack of proper frame work that will guide the government and stakeholders on Halal certification

KEY NEXT STEPS/REMARKS

- Need to an Halal framework in Nigeria.
- Creation of necessary awareness on the opportunities in the Halal industry.
- Capacity building programme for exporters, potential exporters and officials of NEPC on the potential in the Halal industry.
- Need for a stakeholders forum to develop the Nigeria Halal framework.

SCOPING MISSION TO HALAL EXPO & SUMMIT, ISTANBUL, TURKEY. 26TH NOVEMBER TO 1ST DECEMBER, 2019

OBJECTIVES

- To identify the viability, need and requirements for the establishment of Halal product in Nigeria





CORPORATE SERVICES

9

HUMAN RESOURCE AND PERSONNEL MATTERS

The following activities were carried out by the Corporate Services Department:

- Training of Regional Coordinators on Administrative Excellence, Good Leadership and use of ICT tools.
- Promotional Examination: This is to ensure career progression of all staff of the council.
- Induction of newly recruited staff with the objective to inform them of requisite knowledge of the Council.
- Preparation of manpower budget for the Council for 2019.
- Management Meetings
- Facility Maintenance for Clean environment and conducive workplace.
 - Ensured security of life & Property
 - Legal Professional Services

- Trained on ICT productivity tools to enhance staff and exporters' digital literacy
- Liaised with third party service providers to ensure optimal bandwidth was available.
- Provided network support and security check to ensure the hardware, software, internal and external communications online were not compromised.
- Trained Exporters on the application of e-Commerce to export oriented businesses.
- Trained Exporters on Trade Flow Analysis using ITC Online Market Tools.
- Trained Exporters to leverage on Social Media Applications and other digital services to connect to Markets and conclude export businesses online.

INFORMATION AND COMMUNICATION TECHNOLOGY

- Provided supports for both hardware and software.





WOMEN IN EXPORT

10

PUBLIC PRIVATE DIALOGUE ON WOMEN IN THE DIGITAL ECONOMY AND INTERNATIONAL TRADE, KUALA LUMPUR, MALAYSIA JANUARY 29-30,

OBJECTIVES

- To discuss the latest trends and good practice on gender and international trade
- To identify the issues and make recommendations to the various connectivity clusters they execute their programmes and projects

ACHIEVEMENTS

- Good practices were learned by member countries.
- Knowledge acquired

BENEFICIARIES

- Registered Exporters
- Women Owned Businesses

CHALLENGES

Connectivity of women owned businesses around the world.

KEY NEXT STEPS/ REMARKS

- Increase opportunities for women to trade internationally.

SHE TRADES COMMONWEALTH EXPORTS MARKETS MENTORING PROJECTS TRAINING-OF-TRAINERS,

OBJECTIVES

To increase economic growth and job creation in Commonwealth countries by enabling the increased participation of women-owned businesses in international trade.

ACHIEVEMENTS

- Online test conducted to equip the trainer with good knowledge and skills

BENEFICIARIES

- Women owned Businesses

CHALLENGES

- High cost of internet has affected the operations of most Women Owned Businesses
- Lack of ICT skills by most Women Owned Businesses

KEY NEXT STEPS/ REMARKS

- Sensitization Programme to continue in order to reduce the problem.



MEMORANDUM OF UNDERSTANDING ON A GRANT UNDER PROJECT B578 BETWEEN ITC AND NEPC AT ABUJA ON 21ST MARCH 2019

OBJECTIVES

- To implement project work plan on spices sector under agribusiness in Nigeria. To further actualize the partnership between the international Trade Centre and NEPC within the framework of the SheTrades in the commonwealth project being implemented by ITC
- For better understanding of the terms of contracts by both parties

ACHIEVEMENTS

- Increased participation of women owned business in global trade.

BENEFICIARIES

- Women-owned businesses
- Exporter
- Business Support Organization
- Trade Institutions
- Women Networks,
- Women Groups
- Associations/ Cooperatives

CHALLENGES

Coordination can be improved.

KEY NEXT STEPS/ REMARKS

- On-going collaboration

MEMORANDUM OF UNDERSTANDING ON A GRANT UNDER PROJECT B578 BETWEEN ITC AND NEPC AT THE NEPC

OBJECTIVES

- To implement project work plan on spices sector under agribusiness in Nigeria. To further actualize the partnership between the international Trade Centre and NEPC within the framework of the SheTrades in the commonwealth project being implemented by ITC
- For better understanding of the terms of contracts by both parties

ACHIEVEMENTS

- Increased participation of women owned business in global trade.

BENEFICIARIES

- Women-owned businesses
- Exporter
- Business Support Organization
- Trade Institutions
- Women Networks,
- Women Groups
- Associations/ Cooperatives

KEY NEXT STEPS/ REMARKS

- On-going collaboration



SHE TRADES IN COMMONWEALTH PROGRAMME ON BSO'S STRENGTHENING HELD IN ABUJA

OBJECTIVES

- To enhance the services rendered to women entrepreneurs in Nigeria
- To identify factors that drives Women Owned businesses as well as the challenges limiting them to trade and grow their businesses.

ACHIEVEMENTS

- Ensuring the inclusive service portfolio for women exporters.

BENEFICIARIES

- Business Support Organisations

CHALLENGES

- Inter-connectivity

KEY NEXT STEPS/ REMARKS

More sensitization, seminars and workshops for greater knowledge.

INTEGRATED WORKSHOP ON PREPARING FOR EXPORT MARKET AT ABUJA, 19TH – 20TH MARCH, 2019.

OBJECTIVES

- To enlighten the Women exporters on the rudiments involved in exporting their products and services to the global market
- To educate women on how to make their products more competitive in the international market

ACHIEVEMENTS

- To increase foreign exchange earnings of the country
- Enhanced products quality

BENEFICIARIES

- Women in businesses, Teachers,
- Associations/ Cooperatives
- Government Organization

CHALLENGES

Coordination and mobilization could be enhanced.

KEY NEXT STEPS/ REMARKS

Programmes are periodically designed for staff development and is a good platform for self-development, knowledge and exposure.



ANCHOR INSTITUTION FOR DIRECTORY OF BUSINESS SUPPORT SERVICES, MARCH 2019.

OBJECTIVES

- To enhance and create more opportunities for the women owned businesses
- To enhance the platform for dialogue on national development from the women perspective

ACHIEVEMENTS

- Establishing business support services for the women.

BENEFICIARIES

- Business Support Organization
- Trade Institutions
- Women Networks,
- Women Groups
- Associations/ Cooperatives

CHALLENGES

Mobilization

KEY NEXT STEPS/ REMARKS

Following up with the organizer's will be beneficial to the Council

EXPORT QUALITY MANAGEMENT AND FOOD SAFETY IN LAGOS, 23RD -26TH JULY, 2019.

OBJECTIVES

- To equip participant with basic knowledge on the necessary pre-requisite programme to guarantee the production of quality and safe spices.

ACHIEVEMENTS

- Establishment of strong alliances with private agri-businesses companies and ITC
- Enhancement on quality production of species

BENEFICIARIES

- Women Networks
- Women Groups
- Associations/ Cooperatives
- Government Organizations

CHALLENGES

Cost and processes of certification is very high

KEY NEXT STEPS/ REMARKS

More partnership with the certification Agencies



TRAINING AND COACHING SESSION ON DEVELOPING EXPORT MARKET STRATEGY FOR WOMEN ENTREPRENEURS IN LAGOS 2ND-3RD SEPTEMBER 2019

OBJECTIVES

- To coach the women entrepreneurs on export market strategies.
- To equip the women with the requisite skills to compete and sell their product globally

ACHIEVEMENTS

Knowledge gained on various steps involved in exportation

BENEFICIARIES

Women in textile and Apparel sub-sectors

CHALLENGES

Lack of equipment and capital to grow their businesses

KEY NEXT STEPS/ REMARKS

Encourage more women to participate

compliance with foreign government regulation.

ACHIEVEMENTS

- Introduced exporters on management and sales tracking through bar-coding.
- Enlightened them on packaging and
- Enlightened them on packaging and labelling of their product to meet international standard.

BENEFICIARIES

- Registered Exporters
- Women Owned Businesses

KEY NEXT STEPS/ REMARKS

Need to organize more workshops to help women owned business build capacity and ensure befitting packaging.

PACKAGING CLINIC FOR WOMEN ENTREPRENEURS IN BENIN, EDO STATE APRIL, 2ND 2019.

OBJECTIVES

- To expose 1500 women to modern, innovative and environmental- friendly export packaging techniques.
- To enhance their capacity and better positioning of their products in the international market
- To remove the risk of product non-

PROMOTING TRADE FOR WOMEN ENTREPRENEURS UNDER THE SPICES PRODUCT IN MAKURDI, BENUE STATE, APRIL 9TH, 2019.

OBJECTIVES

- To get the buy-in of women-owned businesses within the spices value chain

ACHIEVEMENTS

- Enlightened and educate the participants to understand women entrepreneurs and business support organization on the SheTrades initiative.



SHETRADES IN THE COMMONWEALTH PROJECT IN EXPORT MARKET STRATEGY DEVELOPMENT, NOVEMBER 18TH, 2019

OBJECTIVES

- To assess their export potential for the International Market.
- To understand the importance of having an up-to-date export market entry strategy for the target market.

ACHIEVEMENTS

- Introduced exporters on the rudiments of export trade and the opportunities in the international market
- Enlightened them on the procedures of export strategy required to engage in export business.

BENEFICIARIES

- Registered Exporters
- Women Owned Businesses Export Coaches

KEY NEXT STEPS/ REMARKS

Need to extend the EMS? to other Regional Offices.

INTERNATIONAL DAY OF THE GIRL CHILD, 10TH OCTOBER, 2019

OBJECTIVES

To expose participants on the importance of education, equality, consequences of child marriage, access to services issues regarding puberty and sexual health and gender-biased violence.

ACHIEVEMENTS

- Enlightened and educated the participants on the activities of Women Equality.
- Exposed the participants on measures to undertake when confronted with gender based violence.

BENEFICIARIES

- Women in Businesses
- Governmental and non-governmental organizations.

KEY NEXT STEPS/ REMARKS

Programme well appreciated by the participants

PROJECTS:



SHETRADES IN THE COMMONWEALTH PROJECT IN EXPORT MARKET STRATEGY DEVELOPMENT, NOVEMBER 18TH, 2019

OBJECTIVES

- To assess their export potential for the International Market.
- To understand the importance of having an up-to-date export market entry strategy for the target market.

ACHIEVEMENTS

- Introduced exporters on the rudiments of export trade and the opportunities in the international market
- Enlightened them on the procedures of export strategy required to engage in export business.

BENEFICIARIES

- Registered Exporters
- Women Owned Businesses Export Coaches

KEY NEXT STEPS/ REMARKS

Need to extend the EMS? to other Regional Offices.

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- Enlightened and educated the participants on the activities of Women Equality.
- Exposed the participants on measures to undertake when confronted with gender based violence.

BENEFICIARIES

- Women in Businesses
- Governmental and non-governmental organizations.

KEY NEXT STEPS/ REMARKS

1. Programme well appreciated by the participants



4TH KADUNA STATE WOMEN ECONOMIC EMPOWERMENT WITH THEME "SHOWCASING ECONOMIC VIABILITIES OF THE KADUNA WOMEN"

OBJECTIVES

To exchange ideas, share experiences and Network for the overall advancement of women in Kaduna State.

ACHIEVEMENTS

Greater networking activities enhanced and capacity built by relevant women groups and corporative societies

BENEFICIARIES

- Business Support Organization
- Women Networks,
- Women Groups
- Associations/ Cooperatives

KEY NEXT STEPS/

REMARKS

Follow up with the organizer's will be beneficial to the Council

STAKEHOLDERS MEETING/PACKAGING WORKSHOP FOR SHEA BEAUTY PRODUCTS IN LAGOS - 26TH -27TH JULY, 2019

OBJECTIVES

To discuss the progress of the project with the stakeholders and to exchange ideas on potential interventions that could be implemented before the end of the project

ACHIEVEMENTS

- Capacity Built
- Partnership established
- Improved packaging of Women Owned Businesses' products

BENEFICIARIES

- Business Support Organization
- Women Networks,
- Women Groups
- Associations/ Cooperatives

KEY NEXT STEPS/

REMARKS

More sensitization and follow-up on women to ascertain improvement



THE SHETRADES GLOBAL EVENT HELD FROM 17TH – 22ND NOVEMBER, 2019, IN ADDIS ABABA, ETHIOPIA

OBJECTIVES

- Increase the demand for goods and services supplied by women entrepreneurs;
- Build the capacity of women entrepreneurs
- Build the capacity of Trade & Investment Support Institutions to better service women clients,
- Increase policy makers' awareness of the potential represented by women entrepreneurs and raise awareness of related barriers hampering women entrepreneurs' participation in international trade.

ACHIEVEMENTS

- It provided a platform to showcase the Council's commitment to women empowerment and inclusion; as well as expansion of knowledge; acquisition of special skills and networking with ITC, global partners and the Ethiopian government.
- Three out of the eight women entrepreneurs into Ginger, Garlic, Hibiscus, groundnuts and Sheabutter sponsored by the Council got prospective buyers for their product.,
- An exporter got investor that wished was interested in her business.

BENEFICIARIES

- Women-owned businesses
- Exporter
- Business Support Organization
- Trade Institutions
- Women Networks,
- Women Groups
- Associations/ Cooperatives

KEY NEXT STEPS/ REMARKS

- More involvement of women owned businesses in 2020 event will be appreciated
- The need to extend sponsorship to more women by the Council

MAPPING/ SENSITIZATION EXERCISE FOR WOMEN-OWNED BUSINESSES IN BAUCHI STATE, DECEMBER, 19TH, 2019

OBJECTIVES

- To sensitize and build the capacity of women in export development and to increase economic growth and job creation in the state by enabling increased participation of Women-owned Businesses in the International Trade
- To identify factors that drive their businesses in the state and the challenges limiting them to trade and grow their businesses.



ACHIEVEMENTS

- Ensuring the achievement of the Department's Key Performance Indicator (KPI) in line with the council's Export Promotion Action Plan (EPAP).
- To give participants a clear direction on standards and quality requirement for accessing foreign markets.

BENEFICIARIES

- Women Networks
- Women Groups
- Associations/ Cooperatives
- Government Organization

KEY NEXT STEPS/ REMARKS

- More sensitization, seminars, workshops in the state

shifts in demand. Which include collaborative working?

- Technologies increase productivity
- Indigenous technology in many rural communities is used commercially in getting small scale, localized commercial projects accomplished.

BENEFICIARIES

Pupils, Teachers,
Associations/ Cooperatives
Government Organization

KEY NEXT STEPS/ REMARKS

Programmes should be periodically designed for staff development as it was a good means of self-development, knowledge and exposure.

HIGH-TECH CENTRE "WOMEN'S TECH WEEK" 17TH – 20TH NOVEMBER, 2019.

OBJECTIVES

- Production and localization of indigenous technologies
- Marketing, competitiveness and globalization
- Inventors prospects pitching and product capitalization
- Skill acquisition training (shoes, bags, and belts making) to inculcate industrialization amongst school girls.

ACHIEVEMENTS

- Production will help the business to reduce lead times and respond better to

REPORT ON WFM 91.7'S 4TH VOW CONFERENCE AND AWARDS HELD AT NAF CONFERENCE CENTER, ABUJA ON THE 19TH NOVEMBER, 2019.

OBJECTIVES

- To celebrate notable Nigerian Women and organizations that strive to empower women.
- Platform for dialogue on national development from the female perspective.

ACHIEVEMENTS

It was notable that the Council received an Award of recognition for supporting gender empowerment.



BENEFICIARIES

- Business Support Organization
- Trade Institutions
- Women Networks,
- Women Groups
- Associations/ Cooperatives

KEY NEXT STEPS/ REMARKS

Follow up with the organizer's will be beneficial to the Council

Women in Agribusiness Networking Summit held in Abuja, on December 12th, 2019.

OBJECTIVES

- To help more women owned businesses across 1 to 20 Agricultural value chains by providing them with online and real-time business development services

ACHIEVEMENTS

- Establishment of strong alliances with private agri-businesses companies
- Organize B2B, Trade Fairs, buyers and sellers meetings

KEY NEXT STEPS/ REMARKS

Encourage more women participation to the initiative.

BENEFICIARIES

- Women Networks
- Women Groups
- Associations/ Cooperatives
- Government Organizations.

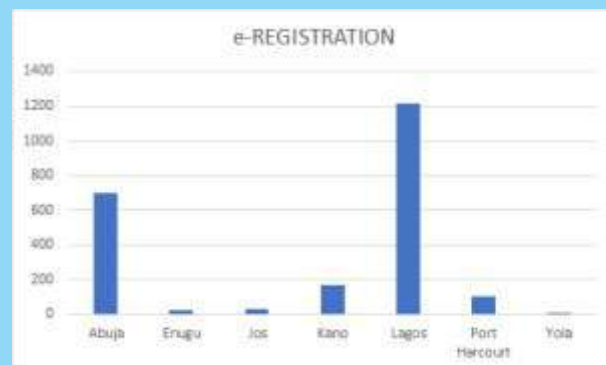




EXPORT ACTIVITIES & PERFORMANCE OF REGIONAL & STATE OFFICES

11

REGIONAL OFFICES	e-REGISTRATION
Abuja	698
Enugu	28
Jos	30
Kano	169
Lagos	1213
Port Harcourt	105
Yola	9



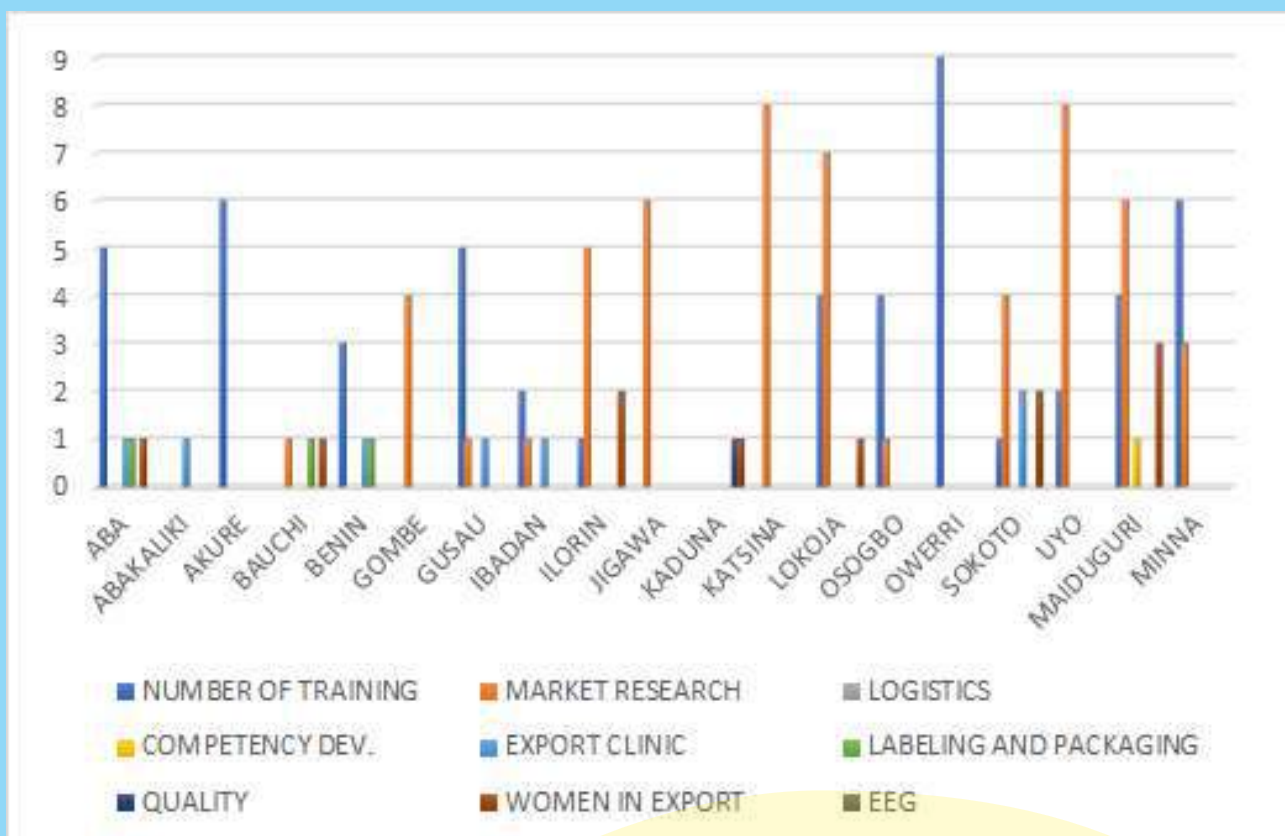
SN	Zonal Office	Total
1	Aba	14
2	Abakaliki	3
3	Abeokuta	34
4	Akure	40
5	Asaba	19
6	Bauchi	7
7	Benin	32
8	Calabar	7
9	Gusau	7
10	Ibadan	60
11	Ilorin	26
12	Katsina	13
13	Maiduguri	13
14	Makurdi	15
15	Minna	8
16	Osogbo	9
17	Owerri	23
18	Sokoto	15
19	Uyo	7
		2607



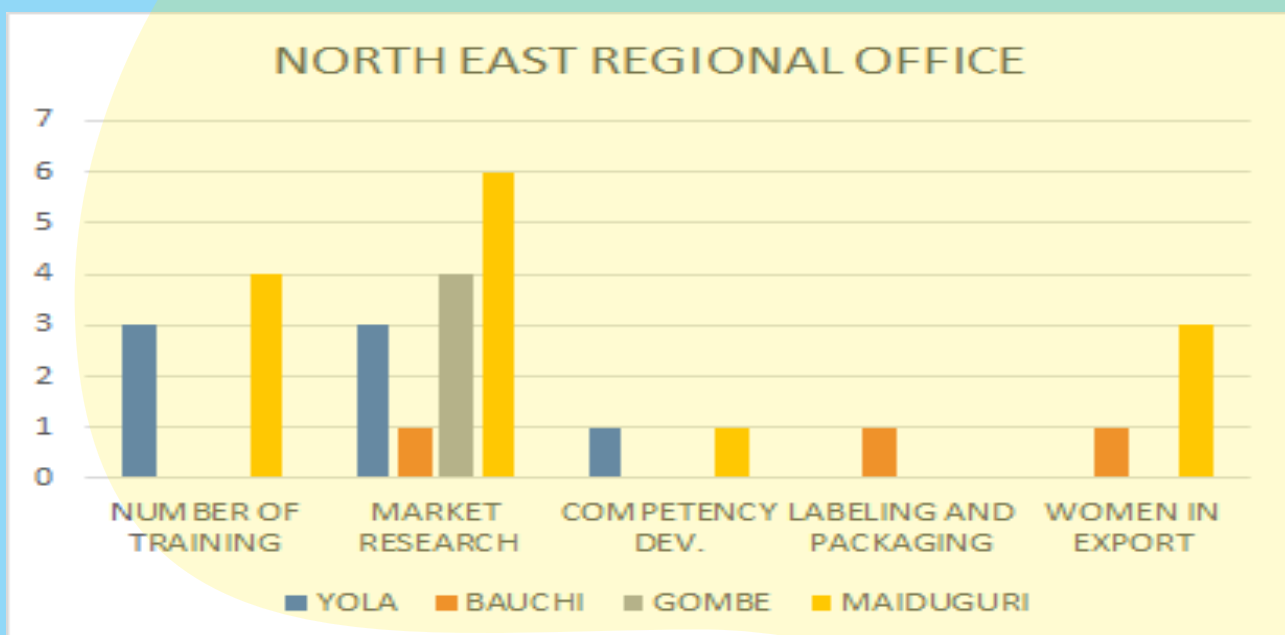
S/N	REGIONAL OFFICE	NUMBER OF TRAINING	MARKET RESEARCH	LOGISTIC	COMPETENCY DEV.	EXPORT CLINI	LABELING AND PACKAGING	QUALITY	WOMEN IN EXPO	EEG
1	YOLA	3	3		1					
2	JOS	13	1			1		1		
3	ENUGU	4	2							
4	PORT HARCOURT	6	2			1				
5	LAGOS	9	1	2	1					
6	KANO	3	3						2	



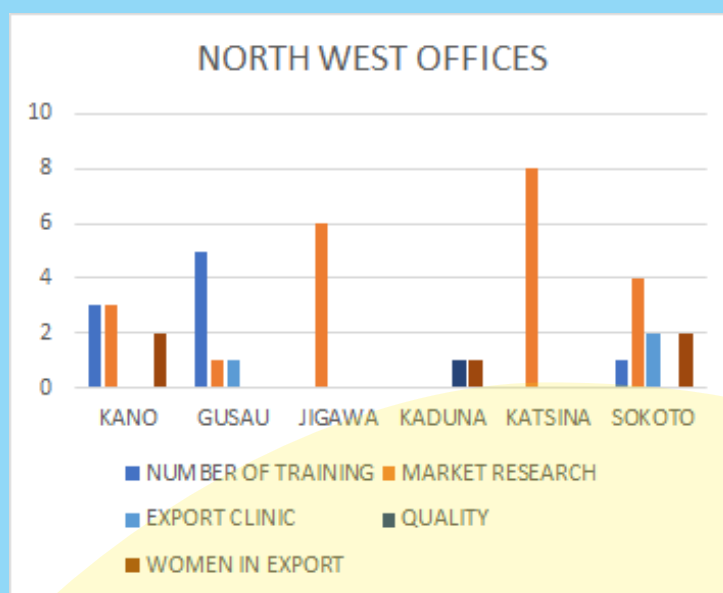
S/N	SMART OFFICE	NUMBER OF TRAINING	MARKET RESEARCH	LOGISTIC	COMPETENCY DEV.	EXPORT CLINI	LABELING AND PACKAGING	QUALITY	WOMEN IN EXPO	EEG
1	ABA	5				1	1		1	
2	ABAKALIKI					1				
3	AKURE	6								
4	BAUCHI		1				1		1	
5	BENIN	3				1	1			
6	GOMBE		4							
7	GUSAU	5	1			1				
8	IBADAN	2	1			1				
9	ILORIN	1	9						2	
10	JIGAWA		6							
11	KADUNA							1	1	
12	KATSINA		8							
13	LOKOJA	4	7						1	
14	OSOGBO	4	1							
15	OWERRI	9								
16	SOKOTO	1	4			2			2	
17	UYO	2	8							
18	MAIDUGURI	4	6		1				3	
19	MINNA	6	3							



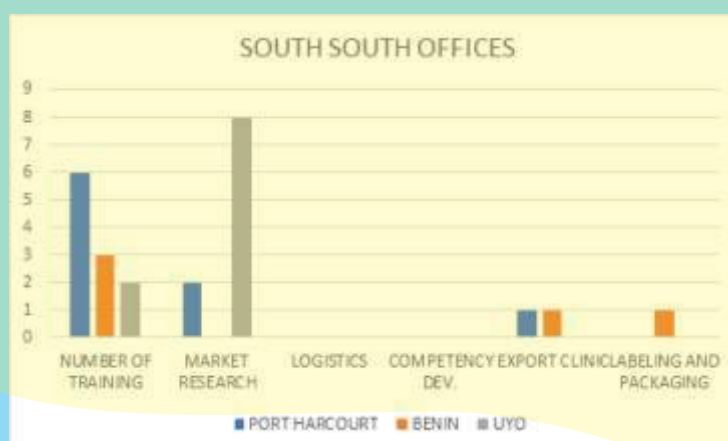
	NUMBER OF TRAINING	MARKET RESEARCH	COMPETENCY DEV.	LABELING AND PACKAGING	WOMEN IN EXPORT
YOLA	3	3	1		
BAUCHI		1		1	1
GOMBE		4			
MAIDUGURI	4	6	1		3

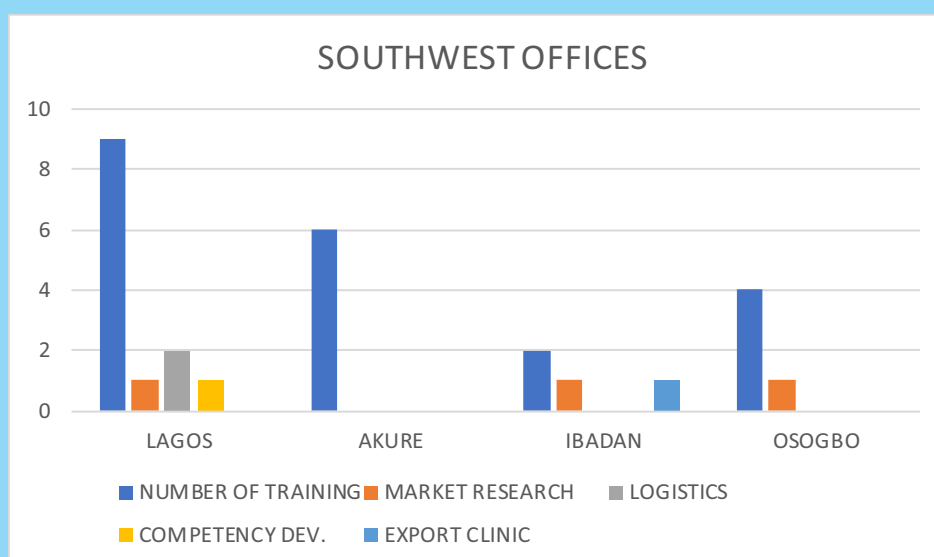


	NUMBER OF TRAINING	MARKET RESEARCH	EXPORT CLINIC	QUALITY	WOMEN IN EXPORT
KANO	3	3			2
GUSAU	5	1	1		
JIGAWA		6			
KADUNA				1	1
KATSINA		8			
SOKOTO	1	4	2		2

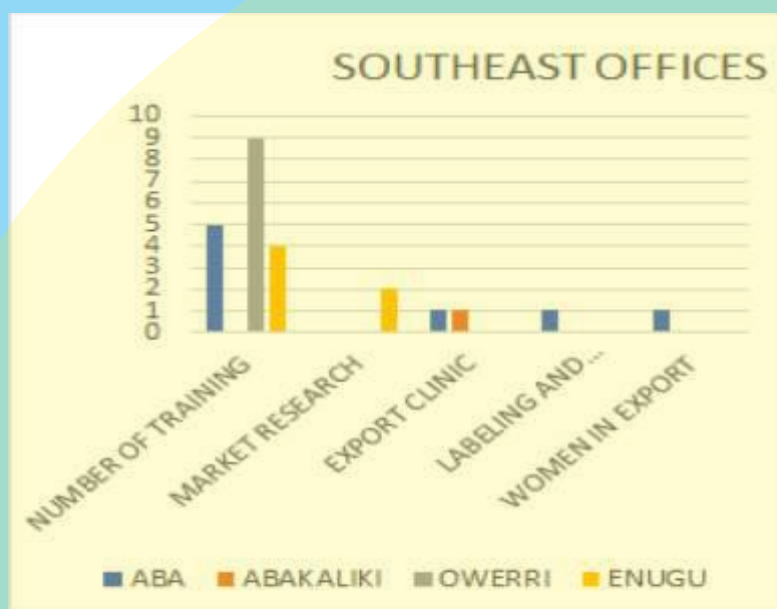


	NUMBER OF TRAINING	MARKET RESEARCH	EXPORT CLINIC	LABELING AND PACKAGING
PORT HARCOURT	6	2	1	
BENIN	3		1	1
UYO	2	8		

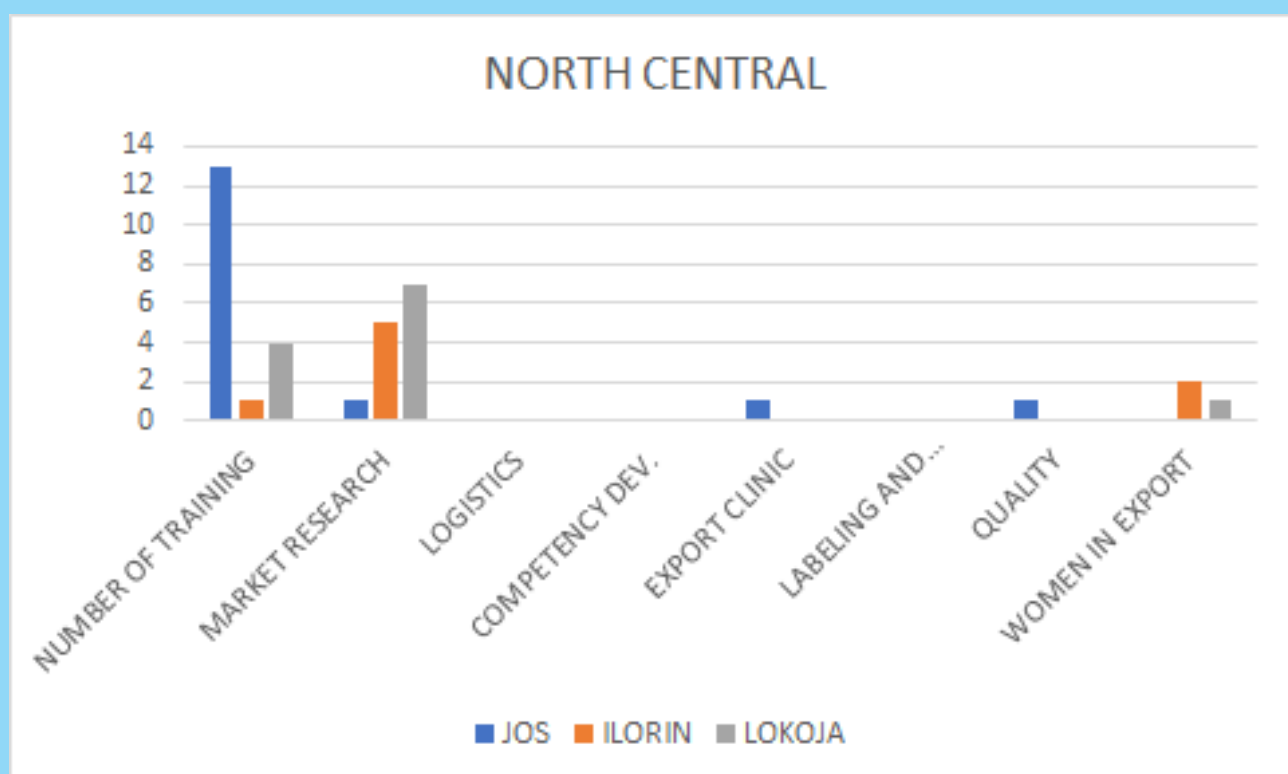




	NUMBER OF TRAINING	MARKET RESEARCH	LOGISTICS	COMPETENCY DEV.	EXPORT CLINIC
LAGOS	9	1	2	1	
AKURE	6				
IBADAN	2	1			1
OSOGBO	4	1			



	NUMBER OF TRAINING	MARKET RESEARCH	EXPORT CLINIC	LABELING AND PACKAGING	WOMEN IN EXPORT
ABA	5		1	1	1
ABAKALIKI			1		
OWERRI	9				
ENUGU	4	2			



	NUMBER OF TRAINING	MARKET RESEARCH	EXPORT CLINIC	QUALITY	WOMEN IN EXPORT
JOS	13	1	1	1	
ILORIN	1	5			2
LOKOJA	4	7			1



ABRIDGED 2019 FINANCIAL REPORT

12

FINANCIAL SUMMARY

Operating Results

	2019	2018
	N'000	N'000
Major Performance Items		
Gross Income	4,131,485	3,539,957
Personnel	750,083	656,143
Other Administrative Cost	3,560,739	3,309,423
Deficit/Surplus of Income over Expenditure	(179,338)	(425,609)
Major Financial Position Items		
PPE	2,089,006	2,015,557
Current Assets	918,286	1,094,752
Current Liabilities	105,521	177,048
Net Asset	2,901,771	2,933,281

STATEMENT OF FINANCIAL POSITION

ASSETS	Notes	2019 N'000	2018 N'000
Current Assets			
Cash & Cash Equivalent	10	52,596	360,787
Receivables	11	852,441	717,184
Prepayment	12	6,596	15,033
Inventories	13	6,653	1,748
Total Current Assets		918,286	1,094,752

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Nigerian Export Promotional Council Annual Report & Financial Statement 2019

Non Current Assets

PPE	14	2,087,873	2,015,577
Intangible Assets		1,133	-
Total Non-Current Assets		2,089,006	2,015,577

Total Assets

		3,007,292	3,110,329
--	--	-----------	-----------

Liabilities

Current Liabilities

Unremitted Deduction	15	82,395	9,623
Other Payables	16	23,126	167,425
Total Current Liabilities		105,521	177,048

Non-Current Liabilities

Total Non Current Liabilities		-	-
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Total Liabilities

		105,521	177,048
--	--	---------	---------

Net Assets

		2,901,771	2,933,281
--	--	-----------	-----------

Net Assets/Equity

Capital Grant	17	1,093,349	915,825
Accumulated Surpluses/(Deficit)	18	1,808,422	1,987,759
Other Reserves	19	-	29,697
Total Net Assets/Equity		2,901,771	2,933,281

STATEMENT OF FINANCIAL PERFORMANCE

	Notes	2019 N'000	2018 N'000
REVENUE			
Transfers - Receipt	2	792,281	672,710
Aid & Grants	3	3,282,177	2,751,407
Sales	4	57,027	49,625
Other Income	5	-	66,215
Total Revenue (a)		4,131,485	3,539,957

Expenditure

Personnel Cost	6	750,083	656,143
Overhead Cost	7	3,252,444	2,927,570
Domestic Grants & Contributions	8	62,965	80,540
CRF Remittance	9	69,350	63,712
Depreciation Charges	14	175,981	237,600
Total Expenditure (b)		4,310,823	3,965,565

Surplus/(Deficit) from Operating Activities for the year		(179,338)	(425,608)
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Surplus/(Deficit) from Ordinary Activities for the year		(179,338)	(425,608)
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STATEMENT OF CASHFLOWS

	Note	2019 N'000	2018 N'000
Receipt			
Transfers - Receipt	2	792,281	672,710
Aid & Grants	3	3,282,177	2,751,407
Sales & Others Revenue	4	57,027	49,625
Other Income	5	-	66,215
Reduction in Receivables		(203,251)	55,238
Payment			
Personnel Cost	9	(750,083)	(656,143)
Overhead Cost	10	(3,252,444)	(2,927,570)
Domestic Grants & Contributions	11	(62,965)	(80,540)
CRF Remittance	12	(69,350)	(63,712)
Aid & Grants			
Net Cashflow from Operating Activities		(206,608)	(188,008)

Cashflow from Investing Activities

Purchase of Plants & Equipment	17	(248,277)	(142,318)
Purchase of Intangible Assets		(1,133)	-
Net Cashflow from Investing Activities		(249,410)	(142,318)

Cashflow from Financing Activities

Proceeds from other Reserves	23	(29,697)	47,394
Capital Contribution from Government	21	177,524	306,318
		147,827	353,712

Net (Decrease)/Increase in Cash & Cash Equivalent		(308,191)	23,386
Cash & Cash Equivalent @ January 1st		360,786	337,401
Bank Balances as @ December 31st		52,595	360,787
Represented by			
Cash & Bank Balance		52,596	360,787
Cash @ Hand		-	-
		52,596	360,787

STATEMENT OF CHANGES IN EQUITY/NET ASSETS

	Capital Grant	Accumulated Surplus/(Deficit)	Other Reserves	Total Net Asset/Equity	Capital Grant	Accumulated Surplus/(Deficit)	Other Reserves	Total Net Asset/Equity
	N'000	N'000	N'000	N'000	N'000	N'000	N'000	N'000
Balance as at Beginning of Period	915,825	1,987,759	29,697	2,933,281	609,507	2,413,367	-	3,022,874
Changes in Net Asset/Equity								
Capital Contribution	177,524	-	-	177,524	306,318	-	-	306,318
Other Reserves	-	-	(29,697)	(29,697)	-	-	29,697	29,697
Surplus/(Deficit) for the year		(179,338)	(179,338)			(425,608)		(425,608)
Total Revenue and Expense for the Period	177,524	(179,338)	(29,697)	(31,511)	306,318	(425,608)	29,697	(89,593)
Balance as at end of Period	1,093,349	1,808,421	-	2,901,770	915,825	1,987,759	29,697	2,933,281

Cashflow from Investing Activities

Purchase of Plants & Equipment	17	(248,277)	(142,318)
Purchase of Intangible Assets		(1,133)	-
Net Cashflow from Investing Activities		(249,410)	(142,318)

Cashflow from Financing Activities

Proceeds from other Reserves	23	(29,697)	47,394
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Represented by			
Cash & Bank Balance		52,596	360,787
Cash @ Hand		-	-
		52,596	360,787

STATEMENT OF CHANGES IN EQUITY/NET ASSETS

	2019				2018			
	Capital Grant	Accumulated Surplus/(Deficit)	Other Reserves	Total Net Asset/Equity	Capital Grant	Accumulated Surplus/(Deficit)	Other Reserves	Total Net Asset/Equity
	N'000	N'000	N'000	N'000	N'000	N'000	N'000	N'000
Balance as at Beginning of Period	915,825	1,987,739	29,697	2,933,281	609,507	2,413,367	-	3,022,874
Changes in Net Asset/Equity								
Capital Contribution	177,524	-	-	177,524	306,318	-	-	306,318
Other Reserves	-	-	(29,697)	(29,697)	-	-	29,697	29,697
Surplus/(Deficit) for the year		(179,338)		(179,338)		(425,608)		(425,608)
Total Revenue and Expense for the Period	177,524	(179,338)	(29,697)	(31,511)	306,318	(425,608)	29,697	(89,593)
Balance as at end of Period	1,093,349	1,808,421	-	2,901,770	915,825	1,987,739	29,697	2,933,281

8 Domestic Grants & Contributions

Grant to State Government - Current	-	10,500
Grant to Government owned Companies - Current	6,500	16,000
Grant to Private Companies - Current	56,465	54,000
Grant to Communities & NGOs	-	40
	62,965	80,540

9 CRF Remittances

Revenue Remittance	69,350	63,712
Unspent Overhead Appropriation	-	-
	69,350	63,712

10 TSA Account Cash Balance

CBN - Revenue E - Collection NEPC	1,082	264,776
CBN - NEPC	16,935	15,023
	18,017	279,799

10.1 Cash & Bank Balances

Cash Balance (GIFMIS): Capital	3	750
Cash Balance (GIFMIS): Personnel	29,703	57,040
Cash Transfer to Outstations	4,784	9,842
Other Bank balances	90	583
Inter Account Transfers	-	12,773
	34,580	80,988
	52,597	360,787

11 Receivables

Grant Received in Arrears	845,958	709,420
Administrative Advances	6,483	7,764
	852,441	717,184

12 Prepayment

Prepaid Rent	6,596	2,821
Prepaid Internet Access Charge	-	2,395
Prepaid Insurance Premium	-	9,817
	6,596	15,033

13 Inventories

	6,653	1,748
	6,653	1,748

NOTES TO THE FINANCIALS

The Financial Statement of the Council was prepared in accordance with International Public Sector Accounting Standards as issued by the International Public Sector Accounting Standard Board (IPSASB)

2 Receipt from Appropriation

Personnel Appropriation	769,875	672,710
Overhead Appropriation	22,405	-
	792,280	672,710

3 Aids & Grants

Port Devt Levy	3,282,177	2,751,407
	3,282,177	2,751,407

4 Sales

Publication	22,470	21,339
Registration of Exporters	34,557	28,286
	57,027	49,625

5 Other Income

	-	66,215
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6 Personnel Cost

Salaries & Allowances	692,602	612,217
Overtime Payment	4,917	2,450
Contributory Pension (Employers)	46,432	36,639
NHIS	6,132	4,837
	750,083	656,143

7 Overhead Cost

Travels & Transport	1,147,609	1,461,344
Utilities	89,143	71,357
Material & Supplies	471,925	278,236
Maintenance Services	192,754	69,151
Training	30,183	214,930
Other Services	212,983	53,981
Consulting & Professional Services	34,265	23,539
Fuel & Lubricants	93,478	42,481
Financial Charges	2,111	1,963
Miscellaneous Expenses	977,993	710,588
	3,252,444	2,927,570

14 Plant, Property and Equipment

	Land & Buildings - Residential	Transportation Equipment	Plant & Machinery	Furniture & Fittings	Total
COST					
Cost @ 1/1/19	2,419	272	164	320	3,175
Addition	173	-	11	16	200
Write off	-	-	-	-	-
Cost @ 31/12/19	2,593	272	176	336	3,377
DEPRECIATION					
Dep @ 1/1/19	510	243	145	287	1,185
Addition	52	29	19	35	135
Write Off	-	-	-	-	-
Dep @ 31/12/19	562	272	145	322	1,320
Carrying Cost @ 31/12/19	2,031	-	31	14	2,057
Carrying Cost @ 31/12/18	1,909	29	19	33	2,014

15 Unremitted Deductions

Withholding Tax	1,177	16
Value Added Tax	944	405
Stamp Duties	174	-
PAYE	80,100	9,202
	82,395	9,623

16 Other Payables

Accrued Professional Fees	8,000	146,267
Accrued Overhead Expenses	9,000	16,362
Vendors	6,126	4,796
	23,126	167,425

Capital Grant

Capital Grant B/F	915,825	609,507
Capital Devt Fund Receipt in the Year	177,524	306,318
	1,093,349	915,825

18 Accumulated Surplus

Accumulated Surplus B/F	1,987,760	2,413,368
Retained Surplus/(Deficit) for the Year	(179,338)	(425,609)
Accumulated Surplus C/F	1,808,422	1,987,759

19 Other Reserves

	-	29,697
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REGIONAL OFFICES

SN	REGIONAL OFFICE	ADDRESS	REGIONAL COORDINATOR/CONTACT
1.	Lagos – South West	13/15, Ladipo Oluwole Street, Off Marine Road, Apapa, Lagos.	Mr. Sam Oyeyipo 08188445614 nepclagos@gmail.com
2.	Enugu – South East	Bank of Agric Building, Independent Layout, Enugu	Mr. Arnold Jackson 08033080481 nepcenugu@gmail.com
3.	Port-Harcourt – South South	7/8, Peremabiri street, D Line, Portharcourt, River State.	Joe Itah 08033118194 j.itah@nepc.gov.ng nepcportharcourt@gmail.com
4.	Kano – North West	16, New Court Road, Gyadi-Gyadi, Kano.	Mr. Hassan Bala 08064939330 08096335297 bhlahmad05@gmail.com nepckano@gmail.com
5.	Yola – North East	80 Unit Housing Estate, Garei, Jimeta, Yola, Adamawa State	Mr. Tijani Subaru 08088144160 nepcyola@gmail.com
6.	Jos – North Central	14, Langtan Street, Jos, Plateau State	Mr. Oluwole Moneyin 08076134207 nepcjios@gmail.com

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